

AUG 11 1904

MONTHLY

BULLETIN

OF THE

NATIONAL ASSOCIATION OF CREDIT MEN.

PUBLISHED BY THE

NATIONAL ASSOCIATION OF CREDIT MEN,

29-31 Liberty Street, New York.



VOLUME IV.

NEW YORK, AUGUST 1, 1904.

No. 7.

CONTENTS.

	PAGE
Announcement. Directors' Meeting	1
John Field. A Tribute	2
Resolutions Adopted by Philadelphia Credit Men's Association	5
Resolutions Adopted by Sioux City Bureau of Credits	6
Work of Assistant Secretary Stockwell	7
Laws Regulating the Sale of Merchandise in Bulk. Important Decisions in Ohio and Utah	7
Personal	8
Convention Echoes	8
Commercial Law League of America	9
Fire Insurance	10
Address Delivered by Nahum M. Tribou, before the Chicago Credit Men's Association	12
Important Decision	14
"The Credit Man and His Value to His House." An address by S. G. Rosson, of The John H. Hibben Dry Goods Company, Cincinnati, Ohio, before the Cincinnati Credit Men's Association	21
"The Retailer's Problem; Necessity for Organization and Co-operation." An address by J. Newton Nind, editor of <i>The Furniture Journal</i> , before the Chicago Credit Men's Association	25
Local Association Notes	31
Directory of the National Association of Credit Men and Affiliated Branches	38

ANNOUNCEMENT.

President Standart announces that the Annual Meeting of the Board of Directors will be held at Chicago, October 24, 1904.

John Field.

A TRIBUTE.

The upright merchant, the public-spirited and splendid citizen, the loving and ever thoughtful father, the sincere and deeply religious churchman, the faithful friend, John Field, is dead. In this brief announcement, colorless in comparison with the tribute it attempts to pay, the members of the National Association of Credit Men will recognize the passing of one who had endeared himself to all with whom he came in contact, who was always wise and patient as a counsellor, and inspiring



JOHN FIELD.

and masterful as a leader: in an article recently published descriptive of this organization it was said of Mr. Field that few men had ever imparted to any cause more sustained enthusiasm than he did to ours, and to this sentiment every member will give fervent assent. No one who was a witness of Mr. Field's entry into the councils of the National Association will ever forget the really historic scene in the Kansas City Convention in 1897, when, almost single handed, he braved the overwhelming senti-

ment of that body in favor of the adoption of a National Bankruptcy Law, and delivered one of the most effective speeches against such a measure that was ever uttered in this or any other country: his eloquence was such that his opponents, although largely in the majority, were temporarily swept from their moorings, and although their lines were reformed, and their views approved by the act of the Convention, they realized that in John Field they had found an antagonist of whom it might be truly said, that he was "without fear, and without reproach."

John Field was the third President of the Association, and during his administration he displayed the liveliest interest in the duties of his office, visiting many of the local branches. As a speaker Mr. Field was always interesting and entertaining; his aptness of expression and ability to illustrate his views with humorous stories and sayings gave to his discourses an individualism keenly relished by his audiences.

That trait of our national life which has been denominated as "the restless energy of the American people," was abundantly typified in the career and characteristics of John Field; although not born of the soil, he not only thoroughly imbibed, but diffused that spirit of stalwart Americanism to which this nation owes much of its progress and greatness. He came of that intrepid combination of Scotch-Irish which has given to the National Pantheon some of its greatest heroes and impressed upon our national life some of its strongest features. John Field was inured to a career of hardest toil, when, as only a child, on his arrival in this country with his just widowed mother, he was compelled, by the fact of his seniority of age, in a family of eight children, to help devise the means whereby the family might be well cared for and educated, and no tenderer or sweeter sentiments ever came from the lips of a manly man than those in which in after life he referred to the spirit of queenly solicitude and sacrifice with which his departed mother had fought through trying years to preserve her children in good cheer, and the spirit of righteousness.

The career of this much mourned member of society was one of almost uninterrupted success; we find him winning his way into the cordial regard of his business superiors until he is finally honored with membership in the firm.

In addition to his long-time membership in the firm of Young, Smyth, Field & Co. he served as postmaster of Philadelphia during the administration of President Cleveland, President of the Mechanics' Bank, President of the Hibernian Society, treasurer of the Franklin Reformatory Home, manager of the Magdalen Society, trustee of the Young Men's Christian Association property, vice-president of the City Trust Safe Deposit & Surety Company and president of the Board of Trustees of the Orphanage of the Methodist Episcopal Church.

Mr. Field was not too busy a business man to make the leisure wherein he could devote himself to religious and humanitarian work, and he quickly became a leader in these useful missions. He was a prominent member of the Methodist Episcopal church and at one period a lay preacher of that denomination. Active and zealous in everything he undertook, he rapidly became one of the leaders of thought among the laity of his church which he often represented in the councils of that great communion. Eager to help where help was most severely needed, he was among those who displayed the greatest interest in the furtherance of the aims of the Young Men's Christian Association; his charity was never appealed to in vain. The great esteem in which he was held was not measured by the confines of his own church for he was a welcome and much-sought-for speaker on the platform of other denomi-

nations; he frequently remarked to some of his close friends the great pleasure it had afforded him to receive an invitation to address the students of a Roman Catholic Seminary for the education of priests, and his delight at the reception accorded him there: this incident took place about three years ago. John Field was a broadly tolerant man, not only in theory, but in practice. On one occasion he was visiting a western city in company with a business associate and friend. The latter had stated when they were retiring to their rooms on Saturday night that he intended to go to church the following morning at an early hour and Mr. Field said that as he was not going until later he would like his friend to call for him and they could breakfast together. The friend did so and one of the first things said by Mr. Field was, "My dear friend, while waiting for you I have been thinking what a delightful thing it is that, although we are so diametrically opposed to each other in the matter of religion and the latter is with each of us a subject of the strongest possible conviction, our views on the great problem of life seem to be in complete harmony, the difference in religion breeds no spirit of antagonism and we are to each other all that friends should be; to me this is a source of great happiness, and I felt impelled to speak of it. In this sentiment can be plainly discerned that true spirit of Christian brotherhood which rises superior to the intolerance of creeds, "and gives the world assurance of a man."

Throughout all his busy life Mr. Field was never more interested in the success of any movement than that projected by the National Association of Credit Men. His activity in the convention held at Kansas City made him at once one of the most respected and admired members of the organization. He was prevented from attending the Detroit Convention in 1898 owing to his great bereavement in the death of his wife, but at the earnest solicitation of the Philadelphia members he consented to attend the Buffalo gathering in 1899, and there, by unanimous consent, he was turned to and selected as the man to whom the leadership of the organization should be intrusted. How admirably he discharged the duties of the office of President is well known to all. At the conclusion of his first year he went to the Milwaukee Convention, resolved not to accept a reelection if tendered, as his business duties were increasing. When the time for nominations for the office of President arrived he turned to a friend who sat by him on the platform and said: "I hope no one will nominate me, for I will have to decline." There was only one nomination made, and that was his own. He arose with the intention of expressing his regret at not being able to again serve the Association, but the storm of enthusiastic and continued applause stayed his words. The demonstration was one of such intense sincerity that it stirred his gratitude, and in a few words he signified his acceptance of the nomination. It was also at the Milwaukee Convention that Mr. Field delivered his great address on "Personality," in which he analyzed, in his most trenchant style, the helplessness and impotency of capital when unaided by human ability and individualism. Mr. Field retired from the Presidency of the National Association of Credit Men at the Cleveland Convention in 1901. Business engagements of the most pressing nature detained him from the Louisville Conference in 1902, but he said at that time that he would certainly attend the next convention if it were possible, and, true to his word, he made the trip to St. Louis in 1903—with many others, being compelled to suffer the discomforts of travel due to the great flood of that year. He did not arrive in St. Louis until the morning of the second day of the convention, and when his presence became known a committee was appointed

to escort him to the convention. When he appeared the reception accorded him was generous in the warmth of its enthusiasm. This was Mr. Field's last appearance at a national gathering of the organized credit men, as the condition of his health for the past seven months was extremely delicate.

In the early part of 1902 Mr. Field was honored by President Roosevelt with an appointment as a delegate on behalf of the United States to the International Congress of Commerce and Industry at Ostend, Belgium. Owing to certain differences of opinion it was decided by the American delegates in the initial stages of the Congress that they would not participate actively in its deliberations. Mr. Field, however, attended every session, and was a painstaking witness of everything that transpired. Toward the conclusion of the Congress he prepared a paper, in which he carefully reviewed the questions discussed and tendered his own recommendations thereon. This paper was translated into the French for official presentation to the Congress. Its reading called forth expressions of cordial approval, and it is said was received with greater applause than any other address or paper submitted to the Congress. It is no figure of speech to say that John Field was loved by those who knew him; his very bearing commanded respect, his words esteem, his sentiments admiration; a ripe spirit of religious fervor pervaded his character; the shortcomings of others excited not his anger, but his patience and charity; in the days of his health and strength we have seen him meeting great material adversity with a resignation of spirit pertaining to none but the truly good, and overcoming it with signal force and success. In his life of business activity, of social intercourse, of religion, of philanthropy, he emblemized the words: "Let nothing be great unto thee, nothing high, nothing pleasing, nothing acceptable, except it be simply God or cometh of God. Esteem all comfort vain which cometh to thee from any creature. A soul that loveth God, despiseth all things that are inferior unto God. God alone is everlasting, and of infinite greatness, filling all things; the soul's solace and the true joy of the heart."

W. A. P.

RESOLUTIONS ADOPTED BY PHILADELPHIA CREDIT MEN'S ASSOCIATION.

At a special meeting of the Board of Directors of the Philadelphia Credit Men's Association, held July 12, the following preamble and resolutions were unanimously adopted:

Whereas, By the decree of an inscrutable Providence, we are called upon to mourn the loss of our esteemed and beloved friend and associate, Hon. John Field; be it therefore

Resolved, That we desire to place on record our sincere and thorough appreciation of his many lovable qualities as a man; of his honorable and successful career as a merchant, and of the beneficial and elevating influence which he exercised in the municipal affairs of his day. The passing away of a noble character like this is not only a shock to his friends, but likewise a distinct loss to our Association as well as to the community at large.

Resolved, That the above preamble and resolutions be duly entered on the records of our Association, and a copy of same be forwarded, with our sincere condolence, to the family of the deceased.

CLAYTON F. SHOEMAKER, President.

S. W. SEVERSON, Secretary.

The Sioux City Bureau of Credits recently met with a serious loss in the death of two of its members. Mr. Chas. B. French, Jr. of the Sioux City Iron Company, died at Chicago, May 21, 1904, and Mr. Fred C. Swan of Knapp & Spencer Company, died at Sioux City, May 29, 1904.

President Kilborne called a special meeting of the Bureau, at which the following resolutions were adopted:—

Whereas, It has pleased almighty God to take from us our friend and associate, C. B. French, Jr., who was for many years one of the most prominent, useful and valued members of this association: therefore be it

Resolved, That in his death the community has lost one of its most representative and influential men, and we are glad to testify to his noble character, his sterling worth and his honorable business record, and that we, the members of the Sioux City Bureau of Credits, recognizing our own great loss do hereby extend to the members of his family our sincere sympathy in their great bereavement; and direct that these resolutions be put on our records and a copy, suitably engrossed, be presented to his family.

C. P. Kilborne, President.

G. W. Scott, Secretary,

Fred Bardes,
C. N. Lukes,
R. M. Baker,
Committee.

Our hearts are deeply saddened at the loss of Fred C. Swan, our esteemed friend, who has been closely identified with us and the business interests of our city. To have known and come in contact with a personality so eminent in the nobler and higher qualities of manhood was a privilege which we will ever remember with grateful appreciation. There are none of us but who have been inspired and uplifted by his sublime and noble character—a life remarkably pure and upright. Such a man is an influence that stimulates the nobler and better side of every nature and we can pay no higher tribute than to say that the world is better for his having lived. His memory we shall cherish with tender affection.

We, the members of the Sioux City Bureau of Credits, shall keenly feel his absence from our midst and deeply mourn the loss of so valuable a personage to ourselves and the community and extend to those near and dear to him our heartfelt sympathy in their great bereavement; and direct that these resolutions be put on our records and a copy, suitably engrossed, be presented to his family.

C. P. Kilborne, President.

G. W. Scott, Secretary.

Fred Bardes,
L. T. Ford,
R. M. Baker,
Committee.

Work of Assistant Secretary Stockwell.

During the month of July Assistant Secretary Stockwell visited the following places in New York State:

Albany,
Poughkeepsie,

Troy,
Newburgh

and was successful in securing twenty-three (23) applications for membership. Mr. Stockwell received substantial assistance in the way of letters of introduction from many members of the New York Credit Men's Association.

During the next ten days Mr. Stockwell will visit some of the principal cities in Maine and New Hampshire.

NEW MEMBERS SECURED.

Albany, N. Y.

National Exchange Bank.
National Commercial Bank.
Albany Hardware & Iron Co.
Walker & Gibson (Drugs).
Wm. Dey Ermand & Co. (Paints and Oils).
Weidman, Ward & Co. (Groceries).
Bacon, Stickney & Co. (Spices, etc.).
Walter McEwan (Spices, etc.).
Geo. W. Yerks & Co. (Groceries).

Troy, N. Y.

United Shirt and Collar Co.
Van Zandt, Jacobs & Co. (Collars and Cuffs).
International Shirt and Collar Co.
Hall, Hartwell & Co. (Collars and Cuffs).
Searle Manufacturing Co. (Collars and Cuffs).
Squire, Shurry & Galusha (Groceries).
Fitzpatrick & Draper (Mfg. Cigars).
Fuller & Warren Co. (Mfg. Stoves).
John L. Thompson, Sons & Co. (Drugs).
The William Connors Paint Mfg. Co.
Ostrander Fire Brick Co.
Wm. Colvin, Jr.

Poughkeepsie, N. Y.

The Poughkeepsie Underwear Co.

Newburgh, N. Y.

Fabrikoid Co.

Laws Regulating the Sale of Merchandise in Bulk.

IMPORTANT DECISIONS IN OHIO AND UTAH.

The Supreme Court of Ohio has declared the law of that State regulating the sale of merchandise in bulk, to be unconstitutional. The opinion was handed down June 7th, 1904, in the case of Wm. A. Miller *et al.* v. Walter J. Crawford and Wm. A. Tilton. Messrs. Clark & Clark, Messrs. Shields & Pomerine, Messrs. White, Johnson, McCaslin & Cannon for plaintiff in error. Mr. Jas. A. Rice for Mr. Walter J. Crawford,

one of the defendants in error. The decision is printed in full in this edition of the BULLETIN.

A decision has been handed down by the Supreme Court of Utah declaring the law of that State regulating the sale of merchandise in bulk to be unconstitutional. This decision will be printed in the September BULLETIN.

Personal.

The Pittsburg Credit Men's Association has honored Mr. Wm. A. Given with a re-election to the Presidency of that Association. This is Mr. Given's fourth term as presiding officer of the Pittsburg Association.

Mr. F. H. McAdow has been elected President of the Chicago Credit Men's Association.

Mr. J. H. Taylor was re-elected President of the Omaha Credit Men's Association.

New York Credit Men's Association.

Secretary Sayers has issued "Echoes from the Ninth Annual Convention."

The business proceedings of the Ninth Annual Convention of the National Association of Credit Men, held in our city on June 15th, 16th and 17th, were fully put before you in the BULLETIN for July. If you have not already read it, it will be instructive to do so, and learn what your Association is doing for the betterment of the creditor class.

The earnest speeches of Messrs. Oscar S. Straus, S. M. Griswold, Edward D. Page, and the reports and addresses of our own members make more than interesting reading.

The benefits accruing from the Association is evidenced by the growth in numbers, the increase last year being 773, and making the membership 5,327 on June 1st. The more members the more powerful for good to us all.

The BULLETIN, issued monthly, is a great factor in disseminating business knowledge and gives quick intelligence of changes in laws and what is going on in other centers of trade.

The discussion on the "Investigation and Prosecution" Committee was long and exhaustive, but not conclusive—the former idea of the fund of \$10,000 was erroneous in practice, as the results were not commensurate with the outlay—a larger fund is necessary, for each local Association must work out its own destiny.

The "Bulk Sales Laws" in the various States have worked satisfactorily, and will be pushed further, as quickly as possible, to those States where it is not already on the statutes.

The recommendation for a nearby contest is that of creating a sentiment in advance throughout the country for "Uniform Exemption Laws," as some States exempt almost everything tangible.

Also stronger efforts should be made by all to educate the retail merchant to keep well insured as a prime factor in getting credit.

The courtesy of the Savoy Hotel in giving facilities for our Convention meetings should be well remembered by our members and the expression from all the delegates is unanimous at the treatment they received from the hotel officials and attendants.

Some of the remarks sent our Secretary are worth quotation:
Lynchburg, Va., says:—"Our delegates speak in the most flattering terms of the dispatch of business and royal hospitality of your Association."

Grand Rapids, Mich.—"You have stirred up so much enthusiasm in New York, that I fear there will be an exodus from Michigan to your city."

Lincoln, Neb.—"The Convention was great and you fellows also."

San Francisco, Cal.—"Just back, etc. New York is all right."

Portland, Ore.—"We consider the Convention was universally successful and the treatment more than pleasant."

Rochester, N. Y.—"Our delegates are pleased with the results of the Convention in a business point of view, and speak in the highest terms of the social features."

Kansas City, Mo.—"Business was first, but it is hard to consider that the entertainment was second."

Youngstown, Ohio—"We cannot forget your kindness while the serious matters were being attended to."

Denver, Colo.—"Are more than willing to come again."

Columbus, Ohio—"More than pleased with results of the Convention, and more than pleased with our personal reception."

Louisville, Ky.—"Heartfelt thanks for your hospitality while in your city, and when you come to Memphis all the South will join in giving you a hearty welcoming handshake."

Buffalo, N. Y.—"Business first, and immense hospitality next."

Detroit, Mich.—"Your preparations for business were excellent, your social features beyond expression."

These are but a few and abbreviated remarks.

A very pleasant feature to us is that, notwithstanding we did all we thought consistently should be done to make the entertainment of our guests remarkable for instruction as to what our city stands for, and what the "Metropolis" can do when called on, we are doubly pleased to say the extreme generosity of our members was so exceeding our wants that we were able to return fifteen per centum to our contributors—a thing, as many express it, unheard of before, as the usual call is for more.

The New York Association has received since the 1st of July nineteen (19) applications for membership.

Commercial Law League of America.

The Tenth Annual Convention of the Commercial Law League was held July 25th to 29th, 1904, at the West Baden Springs Hotel, West Baden, Indiana. The business programme was unusually attractive, including several interesting addresses, among which were:

"Should There Be a Federal Incorporation Law?" by Professor Horace L. Wilgus, of the Law Department of the University of Michigan.

"The Bankruptcy Law in Its Relation to Commerce," by T. Moultrie Mordecai, of the South Carolina Bar.

The League fully sustained its reputation by providing a splendid line of entertainment for the visitors. One of the features of the Convention was the publishing of a daily paper, "*The Convention News*."

The attendance at the Convention was excellent.

Fire Insurance.

The action taken at the last Annual Convention on the question of Fire Insurance has been freely commented on by the press. Some of the comments will interest our members.

COMPULSORY INSURANCE.

Last week the National Association of Credit Men, in session in New York, adopted a series of resolutions relating to compulsory insurance. The idea in the minds of the members of the association is that if they are to extend credit to retail merchants throughout the country, these merchants must have the proper protection against fire losses to make the risk of carrying them on credit not unreasonably hazardous.

The National Association of Credit Men is composed of wholesale merchants in nearly 50 cities in the United States and it is very probable that in every hamlet of the nation there are merchants who purchase goods of the Association. Therefore the influence and moral suasion exercised by this body is as far-reaching and potential apparently as is exercised by any organization in the country. Hence if a campaign is aggressively carried forward along the lines laid down by the resolutions, there is little risk in predicting that after a short time the phrase, "No insurance carried," will appear with much less frequency in connection with fire losses. And incidentally an increase in the business written by the insurance companies is very plainly in view.

The beneficial fruits which may be yielded along a specific line of effort is most clearly set forth in the campaign now being inaugurated by this Association. Here is a body of business men of the country, not over large as to numbers, but who apparently are in a position to bring about within a very short period a condition of affairs among their clients which will coincide to the letter with the requirements.

When such an influence as this can be exerted in the proper cause, by such a conservative and well poised body of men as necessarily go to make up the wholesale merchants of the United States, the results must be very advantageous, indeed, for all parties concerned. It is not at all unusual to find, particularly among the smaller merchants, whose ideas of industrial economy are not thoroughly developed, a large number of retailers who consider that they can afford to entail the risk of fire loss without carrying insurance. They would be even inclined, if driven to an analysis of their position, to place the money saved in this manner upon the profit side of their books. In these days of clear thinking and close figuring, when the tangible as well as the intangible side of profit and loss are factors in the business world, such illogical attitudes are clearly at variance with the spirit of the times. Yet they exist to an extent that calls for radical measures, as is evidenced by the resolutions adopted by the National Association of Credit Men.

—*Commercial Bulletin*, Boston, Mass., July 2, 1904.

AN IMPORTANT ITEM WHICH CAME UP FOR CONSIDERATION BEFORE THE CREDIT MEN'S CONVENTION.

Stress has been laid time and time again upon the importance of insurance in relation to credit. It is, of course, a matter of concern to the merchant in New York or Boston or Chicago that his customers in a town at a distance of a thousand miles or more should have their stock protected by fire insurance. As Bradstreet's pertinently says: "The credit of the latter might have a very slender basis indeed if the protection of insurance were lacking."

We notice that the Credit Men's Association, which was in session at New York last week, has given some attention to this matter, and has adopted resolutions providing for a method of endeavoring to convince uninsured retail dealers, by correspondence or otherwise, of the advantages of fire insurance, and for the appointment of a special committee to consider means whereby merchants may be educated and influenced to carry adequate fire insurance.

The convention was not clearly definite about the means best calculated to bring about the result desired. An influence in that direction has long been silently exercised and is being exerted to-day for the fact of the existence or lack of fire insurance is invariably taken into account by those who supply the information upon which the allowance of credit by merchants is based.—*Review*, New York City, June 25, 1904.

FIRE INSURANCE AND CREDIT MEN.

This resolution is good as far as it goes, but it stops short where it ought to advance to render the resolution really effective for the purpose intended. That purpose is, to safeguard the trader who buys goods on credit and the wholesaler who gives him credit from loss when a fire occurs in the premises of the debtor. To make an insurance policy effective for this purpose it must have been issued by a strong, reputable fire insurance company. This absolutely necessary condition must be insisted upon by the Association of Credit Men if their resolution is to be effective. The influence of such an organization ought to be exercised against insurance being written in cheap and worthless concerns.—*Insurance Financier*, Montreal, Canada, July 15, 1904.

ARGUMENTS AGAINST CREDIT MEN'S PLANS.

Concerning the resolutions passed at the annual convention of the National Association of Credit Men, a copy of which appeared in *The Insurance Press*, the financial manager of one of New England's large mercantile houses says: "The proposition to compel all retail dealers to maintain adequate insurance for the protection of their creditors, although worthy of support, seems at the present time scarcely feasible. While we prefer not to deal with merchants who are uninsured, it would be questionable business policy to refuse their orders. It would seem that the increasing esteem in which reliable fire insurance is held would sooner or later bring about the desired results through natural channels, much having been already effected toward that end by the conflagrations of the past few months."—*Insurance Press*, New York City, July 13, 1904.

The National Association of Credit Men is agitating the matter of increased insurance by retail dealers. A loss by fire in a retail store where the insurance is inadequate not only means a loss to the proprietor, but also to the merchant who has let him have goods on credit.

—Hartford (Conn.) *Times*, July 11, 1904.

The National Association of Credit Men adopted a resolution authorizing the President of the Association to appoint a special committee to consider means to educate and influence merchants to carry adequate fire insurance.

About the first thing considered when a merchant's credit is to be gauged is the amount of fire insurance he carries in proportion to the value of his stock. And not only is the amount of insurance considered, but the quality also. To get sound insurance fair rates of premium must be paid. The time will never come when these propositions will not be true.—*Insurance Press*, New York City, June 29, 1904.

Fire Insurance.

The action taken at the last Annual Convention on the question of Fire Insurance has been freely commented on by the press. Some of the comments will interest our members.

COMPULSORY INSURANCE.

Last week the National Association of Credit Men, in session in New York, adopted a series of resolutions relating to compulsory insurance. The idea in the minds of the members of the association is that if they are to extend credit to retail merchants throughout the country, these merchants must have the proper protection against fire losses to make the risk of carrying them on credit not unreasonably hazardous.

The National Association of Credit Men is composed of wholesale merchants in nearly 50 cities in the United States and it is very probable that in every hamlet of the nation there are merchants who purchase goods of the Association. Therefore the influence and moral suasion exercised by this body is as far-reaching and potential apparently as is exercised by any organization in the country. Hence if a campaign is aggressively carried forward along the lines laid down by the resolutions, there is little risk in predicting that after a short time the phrase, "No insurance carried," will appear with much less frequency in connection with fire losses. And incidentally an increase in the business written by the insurance companies is very plainly in view.

The beneficial fruits which may be yielded along a specific line of effort is most clearly set forth in the campaign now being inaugurated by this Association. Here is a body of business men of the country, not over large as to numbers, but who apparently are in a position to bring about within a very short period a condition of affairs among their clients which will coincide to the letter with the requirements.

When such an influence as this can be exerted in the proper cause, by such a conservative and well poised body of men as necessarily go to make up the wholesale merchants of the United States, the results must be very advantageous, indeed, for all parties concerned. It is not at all unusual to find, particularly among the smaller merchants, whose ideas of industrial economy are not thoroughly developed, a large number of retailers who consider that they can afford to entail the risk of fire loss without carrying insurance. They would be even inclined, if driven to an analysis of their position, to place the money saved in this manner upon the profit side of their books. In these days of clear thinking and close figuring, when the tangible as well as the intangible side of profit and loss are factors in the business world, such illogical attitudes are clearly at variance with the spirit of the times. Yet they exist to an extent that calls for radical measures, as is evidenced by the resolutions adopted by the National Association of Credit Men.

—*Commercial Bulletin*, Boston, Mass., July 2, 1904.

AN IMPORTANT ITEM WHICH CAME UP FOR CONSIDERATION BEFORE THE CREDIT MEN'S CONVENTION.

Stress has been laid time and time again upon the importance of insurance in relation to credit. It is, of course, a matter of concern to the merchant in New York or Boston or Chicago that his customers in a town at a distance of a thousand miles or more should have their stock protected by fire insurance. As Bradstreet's pertinently says: "The credit of the latter might have a very slender basis indeed if the protection of insurance were lacking."

We notice that the Credit Men's Association, which was in session at New York last week, has given some attention to this matter, and has adopted resolutions providing for a method of endeavoring to convince uninsured retail dealers, by correspondence or otherwise, of the advantages of fire insurance, and for the appointment of a special committee to consider means whereby merchants may be educated and influenced to carry adequate fire insurance.

The convention was not clearly definite about the means best calculated to bring about the result desired. An influence in that direction has long been silently exercised and is being exerted to-day for the fact of the existence or lack of fire insurance is invariably taken into account by those who supply the information upon which the allowance of credit by merchants is based.—*Review*, New York City, June 25, 1904.

FIRE INSURANCE AND CREDIT MEN.

This resolution is good as far as it goes, but it stops short where it ought to advance to render the resolution really effective for the purpose intended. That purpose is, to safeguard the trader who buys goods on credit and the wholesaler who gives him credit from loss when a fire occurs in the premises of the debtor. To make an insurance policy effective for this purpose it must have been issued by a strong, reputable fire insurance company. This absolutely necessary condition must be insisted upon by the Association of Credit Men if their resolution is to be effective. The influence of such an organization ought to be exercised against insurance being written in cheap and worthless concerns.—*Insurance Financier*, Montreal, Canada, July 15, 1904.

ARGUMENTS AGAINST CREDIT MEN'S PLANS.

Concerning the resolutions passed at the annual convention of the National Association of Credit Men, a copy of which appeared in *The Insurance Press*, the financial manager of one of New England's large mercantile houses says: "The proposition to compel all retail dealers to maintain adequate insurance for the protection of their creditors, although worthy of support, seems at the present time scarcely feasible. While we prefer not to deal with merchants who are uninsured, it would be questionable business policy to refuse their orders. It would seem that the increasing esteem in which reliable fire insurance is held would sooner or later bring about the desired results through natural channels, much having been already effected toward that end by the conflagrations of the past few months."—*Insurance Press*, New York City, July 13, 1904.

The National Association of Credit Men is agitating the matter of increased insurance by retail dealers. A loss by fire in a retail store where the insurance is inadequate not only means a loss to the proprietor, but also to the merchant who has let him have goods on credit.

—Hartford (Conn.) *Times*, July 11, 1904.

The National Association of Credit Men adopted a resolution authorizing the President of the Association to appoint a special committee to consider means to educate and influence merchants to carry adequate fire insurance.

About the first thing considered when a merchant's credit is to be gauged is the amount of fire insurance he carries in proportion to the value of his stock. And not only is the amount of insurance considered, but the quality also. To get sound insurance fair rates of premium must be paid. The time will never come when these propositions will not be true.—*Insurance Press*, New York City, June 29, 1904.

Fire Insurance.

The action taken at the last Annual Convention on the question of Fire Insurance has been freely commented on by the press. Some of the comments will interest our members.

COMPULSORY INSURANCE.

Last week the National Association of Credit Men, in session in New York, adopted a series of resolutions relating to compulsory insurance. The idea in the minds of the members of the association is that if they are to extend credit to retail merchants throughout the country, these merchants must have the proper protection against fire losses to make the risk of carrying them on credit not unreasonably hazardous.

The National Association of Credit Men is composed of wholesale merchants in nearly 50 cities in the United States and it is very probable that in every hamlet of the nation there are merchants who purchase goods of the Association. Therefore the influence and moral suasion exercised by this body is as far-reaching and potential apparently as is exercised by any organization in the country. Hence if a campaign is aggressively carried forward along the lines laid down by the resolutions, there is little risk in predicting that after a short time the phrase, "No insurance carried," will appear with much less frequency in connection with fire losses. And incidentally an increase in the business written by the insurance companies is very plainly in view.

The beneficial fruits which may be yielded along a specific line of effort is most clearly set forth in the campaign now being inaugurated by this Association. Here is a body of business men of the country, not over large as to numbers, but who apparently are in a position to bring about within a very short period a condition of affairs among their clients which will coincide to the letter with the requirements.

When such an influence as this can be exerted in the proper cause, by such a conservative and well poised body of men as necessarily go to make up the wholesale merchants of the United States, the results must be very advantageous, indeed, for all parties concerned. It is not at all unusual to find, particularly among the smaller merchants, whose ideas of industrial economy are not thoroughly developed, a large number of retailers who consider that they can afford to entail the risk of fire loss without carrying insurance. They would be even inclined, if driven to an analysis of their position, to place the money saved in this manner upon the profit side of their books. In these days of clear thinking and close figuring, when the tangible as well as the intangible side of profit and loss are factors in the business world, such illogical attitudes are clearly at variance with the spirit of the times. Yet they exist to an extent that calls for radical measures, as is evidenced by the resolutions adopted by the National Association of Credit Men.

—*Commercial Bulletin*, Boston, Mass., July 2, 1904.

AN IMPORTANT ITEM WHICH CAME UP FOR CONSIDERATION BEFORE THE CREDIT MEN'S CONVENTION.

Stress has been laid time and time again upon the importance of insurance in relation to credit. It is, of course, a matter of concern to the merchant in New York or Boston or Chicago that his customers in a town at a distance of a thousand miles or more should have their stock protected by fire insurance. As Bradstreet's pertinently says: "The credit of the latter might have a very slender basis indeed if the protection of insurance were lacking."

We notice that the Credit Men's Association, which was in session at New York last week, has given some attention to this matter, and has adopted resolutions providing for a method of endeavoring to convince uninsured retail dealers, by correspondence or otherwise, of the advantages of fire insurance, and for the appointment of a special committee to consider means whereby merchants may be educated and influenced to carry adequate fire insurance.

The convention was not clearly definite about the means best calculated to bring about the result desired. An influence in that direction has long been silently exercised and is being exerted to-day for the fact of the existence or lack of fire insurance is invariably taken into account by those who supply the information upon which the allowance of credit by merchants is based.—*Review*, New York City, June 25, 1904.

FIRE INSURANCE AND CREDIT MEN.

This resolution is good as far as it goes, but it stops short where it ought to advance to render the resolution really effective for the purpose intended. That purpose is, to safeguard the trader who buys goods on credit and the wholesaler who gives him credit from loss when a fire occurs in the premises of the debtor. To make an insurance policy effective for this purpose it must have been issued by a strong, reputable fire insurance company. This absolutely necessary condition must be insisted upon by the Association of Credit Men if their resolution is to be effective. The influence of such an organization ought to be exercised against insurance being written in cheap and worthless concerns.—*Insurance Financier*, Montreal, Canada, July 15, 1904.

ARGUMENTS AGAINST CREDIT MEN'S PLANS.

Concerning the resolutions passed at the annual convention of the National Association of Credit Men, a copy of which appeared in *The Insurance Press*, the financial manager of one of New England's large mercantile houses says: "The proposition to compel all retail dealers to maintain adequate insurance for the protection of their creditors, although worthy of support, seems at the present time scarcely feasible. While we prefer not to deal with merchants who are uninsured, it would be questionable business policy to refuse their orders. It would seem that the increasing esteem in which reliable fire insurance is held would sooner or later bring about the desired results through natural channels, much having been already effected toward that end by the conflagrations of the past few months."—*Insurance Press*, New York City, July 13, 1904.

The National Association of Credit Men is agitating the matter of increased insurance by retail dealers. A loss by fire in a retail store where the insurance is inadequate not only means a loss to the proprietor, but also to the merchant who has let him have goods on credit.

—Hartford (Conn.) *Times*, July 11, 1904.

The National Association of Credit Men adopted a resolution authorizing the President of the Association to appoint a special committee to consider means to educate and influence merchants to carry adequate fire insurance.

About the first thing considered when a merchant's credit is to be gauged is the amount of fire insurance he carries in proportion to the value of his stock. And not only is the amount of insurance considered, but the quality also. To get sound insurance fair rates of premium must be paid. The time will never come when these propositions will not be true.—*Insurance Press*, New York City, June 29, 1904.

Address Delivered by Nahum M. Tribou.

RETIRING PRESIDENT OF THE CHICAGO CREDIT MEN'S ASSOCIATION,
JUNE 29, 1904.

"While it has always given me gratification and pleasure to give spare moments to this Association, the responsibility which rests upon the Association I never fully realized until I had been your presiding officer several months. The time has now arrived when each member of this Organization should feel a personal responsibility in the work it has already undertaken, and also work which it should take up.

"Do we realize what the Chicago Credit Men's Association stands for and what is expected of it? Until we do, we have no foundation upon which to base any argument along these lines. Up to this time most of us have become members from selfish motives—for the good and pleasure the Association could furnish us individually. I am nothing if I am not candid; in this I am guilty with most of you, but I am anxious for you to see with me that in the organizing and first few years' building of an Association of this kind we pass through the same experience as anything newly born—we enjoy coming to life, and as we grow and expand we experience that ecstasy which comes to an individual or corporation through the knowledge of power in itself; but with that knowledge comes the consciousness of responsibility, not only to ourselves as individuals and as an Association, but to the enterprises which we represent.

"Far be it from me to presume to offer to you any rebuke, and by virtue of my relation to the Association it would appear that my criticisms be directed more to myself than to any other individual; but I urge you to frankly consider with me for a few moments some of the possibilities and limitations of the Chicago Credit Men's Association, and consequently the responsibilities which are to-day resting upon you.

"There are two prominent features useful to a Local Association of Credit Men which should appeal to us and should not be neglected. These features may be named in general terms "Social" and "Educational." While to many of our members the social side is popular, affording, as it does, healthful relaxation and intellectual enjoyment, great care should be taken that this feature should not be given undue prominence. We should not be satisfied to work alone on fraternal and social lines.

"The educational feature, involving addresses on technical topics and discussions regarding the duties of the credit man, will yield opportunities of acquiring a broader knowledge of the profession, and will be appreciated by our members, and particularly the younger members, and others of less experience, who may rightly expect valuable returns along these lines for their time and expense given.

"Committees should be appointed to cover the *work* for credit men to do, evolving *office* methods: methods that will secure closer ties of business relations and improve business methods in general; methods that will influence Municipal, State and National Legislation. These committees should report frequently in order to secure the combined intelligence and authority of our Association.

"What market more than this is interested in the much-discussed Merchant Marine and its up-building, or the improvement of the Consular Service?

"Credit men should enter *politics*, and see that business men are chosen as our representatives in State Legislatures and Congress. This is the way we should secure more uniform commercial laws, to improve business conditions generally.

"Credit men, because of the very nature of their duties, which are not only the safeguarding, but the legitimate broadening, of the enterprises in which they are interested, should take an active part in *all things* appertaining to commerce.

"I seem to hear some one ask, 'Why do you choose the hour of your retirement to offer these suggestions?' I *am* retiring from the chair of the Chief Executive (and to a man worthier by far of every consideration to hold it than I), but I hope to be an active member of this Organization when it accomplishes more than any Business Men's Association in the whole United States.

"While it is wise to appreciate our limitations, it is equally wise and necessary to comprehend our possibilities. Understanding our possibilities, it will not be difficult to observe our opportunities. Living as we do in a mutual era of business, in the knowledge that many benefits to commercial interests can only be secured by co-operation and association, we should be active primarily in the work of laying foundations for structures to be erected by us later, as well as enhancing the value of the result of our labors in the past. We are as much interested in the enactment of laws to prevent fraudulent failures in States contiguous to Illinois as we are in Illinois, and also amendments to many of the laws now on the statute books; one most important I have in mind at this moment—having laws for the punishment of dishonesty in business. There follows a still greater work—the seeing that such laws are enforced and that penalties are inflicted. You say, 'Oh, this is responsibility and work *too great*,' that your duties with your house will not permit of taking an active part in an Association contemplating work of such magnitude. Tell me, 'are these suggestions, and more, greater and more comprehensive in their nature in keeping with progressive commercialism?' And if so, tell me also, 'who is to do this work?' Will it go to the sales department, will it go to the advertisement department, or will it be let out to a specialty branch of the law yet to be inaugurated?' The Bar has more lawyers than it knows what to do with.

"Gentlemen, this Association is well organized. Our average attendance at our regular meetings is greater than that of any Local Association in the United States, Credit Men or otherwise, who hold monthly meetings, so I am told. It is because applications for membership have been closely scanned, and givers of credit only have been admitted.

"I say the Association is well organized, but we have allowed ourselves to drift into the customs of social clubs, of gratifying our desires for intellectual enjoyment, and have temporarily forgotten the more important purposes of our Organization.

"If we do not vindicate ourselves by accomplishing the purposes of this Organization, other associations or organizations already in existence, or new associations will be organized, and do this work which stands waiting for our accomplishment.

"This will be to the disgrace of Credit Men, whose special and peculiar privilege it is and should be to promote all measures beneficial to trade and commerce. Every member of this Association should regard himself as occupying the front rank in business operations, whose duties are distinctly on a line of business economics, recognizing the *necessity* of this united influence, and see to it that this influence, with its concomitant power, be not allowed to lie dormant, but that it be used with that degree of intelligence and honesty of purpose which has in the past characterized the Chicago Credit Men's Association."

IMPORTANT DECISION.

WILLIAM A. MILLER *et al.* v. WALTER J. CRAWFORD AND
WILLIAM A. TILTON.

Error to the Circuit Court of Stark County.

(Decided June 7, 1904.)

SHAUCK, J.

The act of April 4, 1902, entitled "An act to prevent fraud in the purchase, disposition or sale of merchandise" (95 Ohio Laws, 96), is repugnant to the first article of the Constitution because it places an unwarrantable restriction upon the right of the individual to acquire and possess property, and because it contains a forbidden discrimination in favor of a limited class of creditors.

Judgment affirmed.

SPEAR, C. J., DAVIS, PRICE, CREW, AND SUMMERS, JJ.,
CONCUR.

Plaintiffs in error filed their petition in the Court of Common Pleas, alleging that Tilton had sold and Crawford purchased, in bulk, a stock of merchandise, without conforming to the requirements of the act of April 4, 1902, entitled, "An act to prevent fraud in the purchase, disposition or sale of merchandise" (95 Ohio Laws, 96).

By the plaintiffs in error it is admitted that the petition did not state a cause of action independently of the provisions of that act. By the defendants in error it is admitted that a cause of action was stated if that act is valid. The act provides as follows:

"SECTION 1. A sale, or other disposition, of an entire stock of merchandise in bulk, or any portion of a stock of merchandise, otherwise than in the ordinary course of trade, and in the regular and usual prosecution of the seller's business, shall be fraudulent and void as against the creditors of the seller unless the seller, at least six days before such a sale or other disposition, shall:

First. Deliver to the purchaser a full and correct statement of the names and places of residence, or places of business, of each of his creditors.

Second. The amount due each.

Third. Also deliver to the purchaser true and correct books, or original invoices, from which the cost price of the merchandise sold can be ascertained.

Fourth. And also, unless the seller and the purchaser together, at least six days before the sale, or other disposition, make a full detailed inventory, showing the quantity and the cost price to the seller of each article to be included in the sale, or other disposition.

Fifth. And unless such list of creditors, books, invoices and inventory be retained by the purchaser for at least six months after the sale, or other disposition, and be exhibited on demand to each creditor of said seller.

Sixth. And unless the purchaser shall, at least five days before the sale, or other disposition, in good faith, give notice of such proposed sale, or other disposition, and said cost price of the merchandise proposed to be sold, or otherwise disposed of, and the price to be paid therefor by the purchaser to each of the seller's creditors of whom the purchaser obtains the knowledge by the list aforesaid, or can, by the exercise of reasonable diligence, gain knowledge, such notice to be given either personally or by registered letter, properly stamped, directed and mailed."

SECTION 2 prescribes penalties against the seller for non-compliance with the provisions of the first section.

SECTION 3 prescribes like penalties against the purchaser for such non-compliance.

In the Court of Common Pleas a general demurrer to the petition was sustained, and a final judgment was rendered for the defendants. That judgment was affirmed in the Circuit Court.

Messrs. *Clark & Clark*, Messrs. *Shields & Pomerine*, and Messrs. *White, Johnson, McCaslin & Cannon*, for plaintiff in error.

Mr. *James A. Rice*, for Walter J. Crawford, one of the defendants in error.

SHAUCK, J. The judgment of the Circuit Court is said to be correct in view of the constitutional guaranties of the right of the individual to acquire, possess and enjoy property with all of its incidents and attributes, and the duty of the judicial department to shield the right from

legislative encroachment. By counsel for the plaintiff in error it is said to be erroneous because it denies effect to a legitimate exercise of the police power by the Legislature. The principles to be applied to the subject have been often stated with clearness and authority, whatever difficulty may be experienced in their application to particular acts of legislation. To those principles it is necessary to recur, since legislation of the character of that which is here questioned is of recent origin, and the acts considered in the cases to which our attention has been called, and the constitutional provisions involved, present substantial differences from those which are involved in the present inquiry. Originality in the statement of those principles would neither serve convenience nor promote accuracy. One of the guaranties invoked and its only limitation are concisely stated in the nineteenth section of the Bill of Rights: "Private property shall ever be held inviolate but subservient to the public welfare." Attention is also invited, and it is due, to the familiar provisions of the first and second sections of the Bill of Rights, confirming the right of "acquiring, possessing and protecting property," and declaring the equal protection and benefit of government to be one of the purposes for which it is instituted. The terms of the instrument compel the conclusion often stated that the holding of private property, its acquisition and its use are subservient only to the welfare of the public.

While it is not required that every act which restricts the enjoyment of property must affect every member of society, it is required that every such act must be founded upon a reason of a public nature, and that the act must affect all who are within the reason for its enactment.

The conception that the Legislature has creative power, by whose general exercise it may confer rights upon some without despoiling others, being without foundation in reason, is without rational limitation. That conception appears as the prompting of all legislation which is solicited and obtained by classes to aid them in the rivalries of business. Whatever may be thought of some legislation in which there is general acquiescence, no one would considerately say that these provisions of the Constitution permit legislative participation in such rivalries.

It would be difficult—it might be impossible—to reconcile all the reported cases concerning the extent to which the sufficiency of reasons for legislative discrimination may be reviewed by the courts, but from numerous discussions of the subject some propositions may be deduced with confidence. For every restriction upon the enjoyment and use of property there must be substantial reason of a public character, and in order that the provisions of the Constitution may have their intended operation, the conclusion of the General Assembly in that regard is subject to review by the courts. If a restriction is placed upon the alienation of property, it must be for the benefit of either the entire body of the people or, at least, of all who are within the reason of the restriction. A distinction sometimes thought important between property in lands and in chattels, upon the ground that the former is derived from the state, will at least justify the conclusion that legislative control over chattels is not greater than over lands. The express limitations which the Constitution imposes upon the Legislature apply to the exercise of powers which are truly legislative in character, and since none but legislative power is committed to it, the exercise of that power is also confined within all the limitations which are suggested by its nature. That this act is in conflict with some of these assurances to the owners of property will become obvious upon analysis of its provisions. It in terms makes every sale in bulk of stocks of merchandise absolutely void, unless the parties to the transaction comply with every one of the requirements stated severally in the six subdivisions of the first section. Even those requirements which are made of the seller are impossible of performance in every instance when he does not know who are all of his creditors and the precise amount of his indebtedness to them. The act by its terms took effect upon its passage, and it applies to every stock of merchandise, however long it or any portion of it may have been in the seller's possession. And the third subdivision requires of him the delivery to the purchaser of correct books or original invoices, from which the cost price of the merchandise sold can be ascertained, although he may have neither data nor recollection to make compliance practicable.

The fourth subdivision assumes to impose upon both the seller and the purchaser the indispensable duty of making "a full detailed inventory, showing the quantity and the cost price to the seller of each article to be included in the sale, or other disposition." Circumstances which would frequently render it impossible for the seller to comply with this requirement in cost price have already been suggested, and nothing more than a suggestion can be necessary. As to the purchaser, it is quite obvious that he would not, in any case, have or be able to gain the knowledge which would be indispensable to compliance on his part with this requirement. Nor is the act relieved by the sixth subdivision, which requires that the purchaser shall, at least five days before the sale, give notice of such proposed sale, or other disposition, and the cost price and the price to be paid therefor by the purchaser, to each of the seller's creditors of whom the purchaser obtains the knowledge by the list furnished by the seller, or can, by the exercise of reasonable diligence, gain knowledge. Grammatically construed, this subdivision requires the purchaser to give notice to creditors of the seller, of whom he can gain knowledge by the exercise of reasonable diligence, though they may not be named in the list furnished. It does not abate the force of the previous requirement that the list of the seller's creditors must be complete, and when it is observed that the act makes all such sales fraudulent and void unless all of the six requirements are met, it becomes obvious that compliance with the sixth requirement would not cure a failure to comply with any of the others.

Applying the familiar and unquestioned rule that the validity of an act is to be determined by its practical operation and not by its title or declared purpose, this act, under the guise of preventing fraud in such sales, prohibits them altogether, and thus places upon the enjoyment of property an important restriction which no public interest requires and which the Constitution therefore forbids. One who challenges the soundness of this conclusion should be prepared to maintain the validity of an act expressly forbidding sales of stocks of merchandise in bulk. By the act the Legislature has attempted to discriminate unwarrantably among debtors and creditors. It does, in terms, apply to sales in bulk by whole-

sale as well as by retail dealers in merchandise. But conceding, for present purposes, that when reasons for legislative discrimination exist, their sufficiency is to be determined finally by the Legislature, no reason is suggested by counsel, nor does any occur to us, for a legal discrimination in the relation of debtor and creditor between those who come into that relation with respect to the purchase and sale of merchandise and those between whom it exists with respect to chattels in general. Although the act applies to all the creditors of the seller, it applies to those only who are creditors of the owner of a stock of merchandise, and thus an unreasonable burden is imposed upon a limited class of debtors for the supposed benefit of a limited class who are their creditors. The fact that within six years the Legislatures of twenty states have passed acts upon this subject is urged by counsel for the plaintiff as indicative of unusual and increasing frauds in sales of this character. If inquiry into the genesis of this legislation were practicable, it might show that it has resulted from the activity of a class of creditors to secure advantages not offered by the law to creditors generally because not thought to be consistent with the public interests. The course of adjudication and legislation upon the subject indicates that the vendor's lien upon the lands, though existing in favor of all vendors, is no longer regarded with favor because of its tendency to mislead general creditors of the purchaser with respect to his solvency. The present act, considering that the benefited creditors are chiefly those from whom the seller has purchased, in effect creates a vendor's lien upon a limited class of chattels without any public reason for the discrimination.

A conclusion in favor of the validity of the act is not aided by suggested analogies. The act requires no notice to be lodged with a public officer by the creditor of the seller, stating the amount of the claim, and requiring that a proposed purchaser shall be charged with constructive knowledge of notice so given. The purpose in view in the enactment of this statute bears no resemblance to that of statutes upheld in numerous cases decided in this court forbidding the use of ingredients in articles of food which are used for the sole purpose of deceiving the public as to their true character, nor to

those statutes which utterly interdict the use of that whose sole purpose may be the accomplishment of fraud.

If the reasoning of the courts in the cases cited, affirming the validity of statutes upon this general subject, were accepted as sound, the cases would be plainly distinguishable by essential differences in the provisions of the statutes, and, in one instance at least, by a difference in the constitutional provisions involved. In addition to these differences there appears, in at least one of the cases cited, a concession to the view that constitutional limitations are but admonitions to the legislative department. That upas was cut down a century ago, but now and then a sprout rises from its ancient root. Consideration of other objects to the act does not appear to be necessary.

Judgment affirmed.

SPEAR, C. J., DAVIS, PRICE, CREW, AND SUMMERS, JJ.,
CONCUR.

COLUMBUS, OHIO.

I do hereby certify the foregoing to be a true and correct copy of the original opinion in the case of William A. Miller et al. v. Walter J. Crawford and William A. Tilton, as the same is on file in my office, but it is subject to revision and addition by the Judges until published in the official reports.

E. O. Randall,
Supreme Court Reporter.

The Credit Man and His Value to His House.

BY S. G. ROSSON, OF THE JOHN H. HIBBEN DRY GOODS CO., CINCINNATI, O.

In every commercial establishment there are two most necessary elements to success—the extension of credit and collection of accounts, and this is the credit man's work. These are duties that cannot be stereotyped, for in no two cases are conditions alike, but every one calls for individual judgment.

Profits in all other departments can be entirely wasted in these two at the close of a transaction. There cannot be the proper measure of success without proper handling. The cost price of goods is known and the selling price is placed at a definite margin beyond the cost. Profits are practically certain until the transaction reaches the credit man; here is where the *chance* is taken, and he must be relied upon to determine the final profit.

While the credit man does not sell the goods from a standpoint of salesmanship, he does approve or decline the sales, and is therefore largely responsible for the volume of business his house does, and which must bear a reasonable ratio to fixed and necessary expense, or the profits are in jeopardy because of a too conservative policy on the part of the credit man. There is likely to arise friction with salesmen who make no money on unfilled orders, and who feel that they do not sell to any but good merchants.

Our own interest is a great incentive to our efforts and accomplishments. We labor for personal reward, our aims are for the largest measure of compensation and for the most satisfactory surroundings. This is a normal ambition. Our efforts will only be rewarded, however, to the extent that our qualifications, eternal vigilance and success contribute value received and a profit to our employers.

Let us see what accomplishments make us of the greatest value to our house, and therefore to ourselves—it is to *maintain the greatest volume of business and the smallest percentage of loss*. And what must a credit man do to accomplish this. *He must choose very closely between good and bad risks*. He can easily refuse business and avoid losses by arbitrary methods, but would he secure all the good business offered him? If we do our share of the business we will always have losses with us, but we should strive not so much to entirely avoid them as to keep them down. Right here, however, is a delicate point in credit work, when we become elastic with conservatism we must guard against the creeping in of excessive losses. Our two most vital duties fail to promote each other; in fact, the promotion of one—*sales*—is naturally calculated to increase the other—*losses*.

To my mind every applicant should be investigated for these elements of credit—*Ability, Integrity and Capital*. Without ability there is little that will last; nothing worth while is ever achieved and retained by one who has not ability. Without it other virtues are temporary and limited, and with it alone it must have certain consideration for the laws of the land and for the life its possessor hopes to live.

These are partial safeguards, which, together with our own expected diligence to detect the absence of other virtues, gives me a great respect in the consideration of an applicant for credit in whose ability I believe but about whose other qualities I am not so sure. I sometimes think I would prefer dealing with a smart rascal to an honest fool; the first I know what to expect and I watch him,—he is with each man satisfactory and businesslike every time but one; while the honest fool isn't satisfac-

tory even once,—he always does just what you didn't think he would. He doesn't conform to business,—he doesn't fit. He makes claims for shortage when he really received the goods,—he unpacked them in an unsystematic way or in a crowded store and some are mislaid, and he honestly believes he didn't get them, and you have to make good or his scruples will cause him to quit dealing with you. He sells goods on credit and forgets to charge them; he is careless and thinks the world owes him a living anyway. After a while he wastes away and creditors find his honesty won't pay his bills. And then, too, it seems many men are honest till they fail, when all claim their exemptions and few, if any, starve.

I believe that the number of men who engage in business with intent to defraud is small,—they prefer to succeed honestly, but the battle of life discourages them. However, there are some original thieves, with audacity fresh from Hades and who are no doubt going there. Look out for them and do not ship them your goods! It is a bad place to replevin and they may get burned up.

I do not want it taken that I am making a plea for anything in preference to integrity, but I make these comparisons because they are problems for the credit man; and because there are a few undeserving of a class, we may not do best in avoiding all to escape a few, for they are large users of goods. Scrutinize a risk a little more closely for the really dangerous one. If you cut out one entire class you will have to take on more in another, as you must choose only from the business offered you, or it will be hard to keep good salesmen. One salesman met another, who asked how he was doing; the reply was, "I quit—I sold lots of goods, but the credit man looked in the Dun and Bradstreet books and turned down too many of my orders."

As to capital as an element to credit, it is a great foundation, but it is more temporary than almost any other without the accompanying virtues of personal effort and ability. It deteriorates unless well applied. Such a risk without other virtues to assist it constantly decreases in desirability and safety. One great drawback to capital applied alone is that once a man is established and reported as of easy and sufficient means he retains the reputation longer than he should. Confidence is created in the beginning; he is looked upon as safe, and his tendency is not closely watched. Such a man gets slow, but all think he is good, and he is accommodated and indulged with little question until he is exhausted. Without time absolutely, there would be no losses—losses, therefore, seem due to time, the shortening of which should reduce them.

I have not often extended credit to an old man with little capital, regardless of flattering information and prospects, that I have felt entirely satisfied with the action I had taken.

A young man with ability and integrity will get money,—the old man ought to have it. He has lived the most of his life and if he has not money I doubt his ability to get it, and it is not a time to expect much improvement on the past. The young man of ability and integrity has time, and while yet weak he will provide himself and his creditors with protection from misfortune. His account can grow, for he will last and strengthen.

Collections must not by any means be given a secondary consideration. Aside from getting the money due you, it has possibly a greater effect on the volume of business and the even flow of trade from established customers than any other department. It can be so handled as to be either a business maker or destroyer. Do not think that the credit

man who keeps his trade more prompt than the average, and who is a close collector, fails to compare favorably as to continued sales to such customers with the collector who is afraid to ask for money due him.

Many think this, but I believe, on the contrary, that close collections are a stimulus to trade. They make healthier customers when you make them pay you, for they in turn make their patrons pay them, and both lose less money in consequence. They prevent much accumulation of debt subject to the hazard of the future. When he wants more goods his account with you is in a more satisfactory condition and he is not afraid of being turned down, and therefore buys again because his credit is established with you and his account within reason.

Contrary to this condition, when handled by the timid and unthinking credit man who is afraid to say anything to him about his account, but who lets it grow so large that the buyer when in need of goods again has allowed the time to slip upon him and he has paid others who have courteously and in a businesslike way reminded him of his account and given him good reasons to pay them,—he does not find it convenient just then to send a check to the timid credit man, as others have collected his money, and he feels a bit uncertain or timid as to sending him an order without paying up his account. So he considers the house with whom his account is in the best condition and less likely to hesitate in shipping, and they sell the goods. I have seen cases where the buyer has to all appearances substantiated this reasoning, and it has made me think.

Avoid the reputation of being *easy*. There are lots of "cast-offs" looking for credit where easiest to obtain and where the greatest indulgence is permitted. Your own salesmen will naturally sell goods to the easiest buyers and work along lines of least resistance if you will fill such orders. Then, too, you will soon fill your ledgers with dangerous customers.

In prosperous times nearly all succeed reasonably well, but in times of fear and depression the weak go down, and it is a fact that bad debts have not only destroyed profits, but they have caused many a failure.

A merchant to whom I once refused credit frankly consulted me as to what to do—he had no money, needed goods and had no more credit. In mentioning the houses to whom he was indebted, and others from whom he might expect some credit, I asked him if he had ever tried to buy of a certain house. He said no, and gave as his reason that the house had a reputation of wanting their money when due, and he had to buy from those who would indulge and let him take his own time to pay.

What were the consequences in this case? The house with this reputation for demanding prompt payments did not lose any money on the debtor, while the others did. It may be interesting to state that the house whose reputation deterred this debtor from offering them business is one of the largest in the Middle West.

There are buyers, too, who do not like to buy from houses who have a reputation of indulging slow payers—they feel that they may be classed with the company they keep.

Again, suppose by prompt collections a credit man keeps \$25,000 to \$50,000 more money collected than he would with different methods, he gives his concern that much more capital annually to use in their business, upon which the usual profit can be made. The profit on this would pay the salary of many a credit man.

In all dealings any one should be honest; it is the most lasting and building element in business. There is something that lurks behind an

untruth which leaves doubt. Its echo is blurred and it is not satisfying. The truth echoes far and distinct. It generates confidence and makes your customers believe in your institution from basement to roof. It lasts with time and stands corroboration and emphasizes respect for both you and your house, even with the man who has asked what you could not grant. I do not mean that it is best for a credit man to make one feel bad by being too blunt,—one's feelings should always be considered; use diplomacy, but be understood,—do not let a man doubt you and question your honesty; reason with him.

Any man should succeed or fail as the result of his own efforts,—he should not lean on the ability or inability of others. He is entitled to his reward for his own work and success, and he will earn more of both and his house will find him more profitable to them if they will back him up and let him "go alone," and never allow him to feel timid in his work.

When a credit man is so hampered by a policy of his own house that will cause him to consider how a contemplated action will please the salesman or his employers, he is sure not to act from his own conviction, but as to how some one else might think. A stiff upper lip is no good when the lower jaw is limber. This expression frequently fits both employer and his credit man.

If a house will make their credit man the master of his department, and work and establish it so that there is no appeal from his decisions and instructions, they will soon silence and satisfy a contentious element, who naturally embrace the existence of a ray of doubt in favor of their own views, and add to it what they "know" and "believe" about the customer to show that you were wrong. This element is not always insincere, either. Personal acquaintance, in the absence of tangible facts, is convincing. But if a house does this it will find greater satisfaction will result and there will be more harmony throughout the institution. Then, and then only, is the credit man responsible, and if he does not measure up favorably with competitors of like advantages and as justified by the times in volume of business and percentage of loss, get another credit man; for there are credit men and "credit men."

A credit man's work is so vital to the success of his house that I have always felt he could best serve when prominently connected with the business in an established, official or authoritative capacity. It produces regard for his actions and instructions without having to demand it, by virtue of the recognition his house gives him in taking him prominently into their management. It puts him in a position of greatest usefulness without friction.

Credit work properly followed is a brain-fagging business, it is a life of ever-unfinished work. A credit is not extended and forgotten, but the credit man's work is to watch over that account. He must try to keep it healthy and dealing with his house so long as profitable and reasonably safe. We will never reach the point where our ledgers are filled with good customers so permanent as to require less effort in the future. It has been estimated that enough names are stricken off the agency books each year and others added to make a book of new names about every five years. This does not mean that all dropped names fail, but cease business or change for many reasons; and thus there comes a time to quit present customers and take on new ones. While many concerns have a long life, they are the exceptions, and we cannot confine our business to them, but must accept much business from a less permanent class. The statement is made that of all the retail merchants of a large Western city ten years ago, not twenty per cent. can be found in this year's city

directory. All our eyes, ears and brains must be ever on the alert for tendencies and bearings on those to whom we have shipped the assets, in fact the capital, of our firm. And right here, employers, let me ask you, do you realize that your credit man *risk*s several times over each year the entire capital you employ?

The credit man's daily mail is full of hard luck stories. In one section it rains away prosperity; in another the apparently never-setting sun dries it up. The crops fail; other sections have epidemics. Some ask extensions, and still others fail; some burn out, and some even die before they pay us, instead of waiting until afterwards. All these cheerful happenings come by mail, by telegraph, by telephone, by word of mouth, any way just so they get to you for sure. Now the credit man is supposed to talk and write and telegraph answers to all these conditions and get all his money out of them, and still please every man of them and his house and salesman also. This is no easy task; it takes a studied, trained master of credit art, and it takes time to form letters that fit conditions and which are most effective. How many employers of credit men have fully realized what his work is, and how far reaching? If many of them did I believe they would try to confine the credit man's troubles to those of his business and assist him to avoid as many of his own as possible, and that the profession would be better paid, more recognized and encouraged.

Let the credit man first do his work well and give to his employers the greatest possible profit on their investment in him—produce the best reasons for receiving a more liberal reward, and your own employer or some other may see it to their interest to increase the investment in you, and in reality there is more room at the top than at the bottom, as so few reach it. As to the assistance your house gives you to enable you to be of the greatest value to them, is beyond your control, further than to the extent you can make your services indispensable to them; you can only do your part well, and at least enjoy that pleasing satisfaction which always follows duties faithfully and ably performed.

"The Retailer's Problem; Necessity for Organization and Co-operation."

AN ADDRESS BY J. NEWTON NIND, EDITOR OF THE "FURNITURE JOURNAL,"
DELIVERED BEFORE THE CHICAGO CREDIT MEN'S ASSOCIATION.

"The subject which I have chosen to speak upon this evening, 'The Retailer's Problem,' let me confess at the outset, is only remotely connected with the propositions with which you have to deal, and since I have been engaged in formulating my argument, in my own mind I have been entirely conscious that this paper might more appropriately be read to a convention of retailers. But I have followed for many years, not without interest, the good work which has been done by organizations like your own, and particularly the work of your National Association, and while I have little or no knowledge, either practical or theoretical, of the subject of credits, I have been profoundly impressed with the broad and helpful educational work which is being done through the associations of credit men all over the country. In these times of sharp competition, of strenuous business methods, most of us have come to appreciate that without some sort of an organization, in almost every trade and industry, profits are likely to go glimmering. It is because I believe you appreciate

the value of this educational work, which is the chief result of any and every trade organization, that I have ventured to bring you this message.

"You, gentlemen, sustain very close and confidential relations with the retailers throughout the country. The retailers—some of them—the best of them—have come to know and appreciate that the thoroughly competent and conscientious credit man has at heart the welfare of the customer as well as the house which he directly serves. It is because there are retailers of the class I have indicated, and very many credit men of the type I have described; because there is among you a common appreciation of the educational value of trade organizations of every sort, that I shall venture to ask you to use your influence along certain lines for the improvement of the conditions in the retail trade. It is in this that you can join forces with the trade newspapers of the country which I represent, and for which I speak.

"The retailer is a necessary factor in the structure of trade. No community long prospers without him, and his presence is almost as much a mark of civilization as the village school. In times of financial stress even the weakest of them help to carry some of the burden of trade. This can be truthfully said also of the jobber. In the strenuous times which came upon us in 1893 it was the confidence—and the capital—of the little country merchant which kept bread in the mouths of many people, and it was the faith of the jobber in the integrity of his customer, and in the resourcefulness of the country which he aimed to serve, which kept the shelves of the merchant sufficiently filled, even though the limit set by the credit man was oftentimes exceeded. On the other hand, many a great jobbing house was saved from ruin by the ability which was shown by its customers to pay when it was absolutely necessary that they should pay. The interdependence of retailer and wholesaler, of wholesaler and manufacturer, is never so convincingly proven as in what we are pleased to call 'hard times.'

"But within the past few years the conditions under which the retail merchant is compelled to do business have changed wonderfully. I am speaking now not of the retailer in the city. He is abundantly able to take care of himself. My plea is for the merchant in the little country town who has come upon new forms of competition which threaten his very existence. The time has gone by when more than moderate profits can be made by the average country merchant, and unless he adapts himself to the new conditions, adopts some of the methods of his new competitors, he must give up the fight. Unfortunately there are more incompetent retail merchants than competent ones. In a paper which was read before the Minneapolis Credit Men's Association it was put this way: 'There are plenty of careless retailers, and the Northwest, with its rapidly developing country, its new towns, and the rough and ready retailing in those towns, may have more than its share. There are retailers endeavoring to sell merchants at a profit, who should follow a plow; for too many times a good farmer has been spoiled, while one name more has been added to the list of poor retailers. There are retailers who mean well, but don't know how, and seem unable to learn. There is the same percentage of dishonest men in retail stores as in every other avenue of business. Then there are two more classes: The retailer who has the brains and the money to run his own business and the retailer who is honest, has fair ability, not enough cash, wants to do the right thing, asks for advice, receives a big assortment of it, and wiggles his way through a maze of trouble from year to year. From what I have observed I believe that this last-named class constitutes a large part of the retail world.'

"And the troubles of this sort have increased in recent years.

"The supply house and the catalogue dealer have been most in evidence among the troubles of the country retailer for a good many years. Both of these have their place, and are undoubtedly here to stay. The extension of the rural free delivery has immensely increased the facility of the great supply houses for reaching their customers, who are for the most part farmers, and still further extension of advantages and privileges is now being asked in what is known as the 'Parcel-Post Bill.'

"One other disturbing factor has begun to make itself felt in certain localities. I refer to the co-operative store, of which more will be said hereafter.

"With this brief summary of the things which trouble the retailer, let us pass to a more specific consideration of some of the things already mentioned.

"The supply house had its origin in the effort to eliminate the middleman. This was the slogan of the Grangers twenty-five years ago, when co-operative buying became a rage among the farmers everywhere. The weakness of this movement was developed in due time, but one of the reminders of the custom is to be found in a supply house in this city, which annually distributes millions of dollars' worth of goods, and upon which other houses, in almost every important trade center in the West, have since been patterned. It matters not that there have been more failures than successes along these lines, the fact remains that every dollar's worth of goods these houses sell makes it more difficult for the retailer in the country town to do business. The fact that Montgomery, Ward & Co. and Sears, Roebuck & Co. and other houses of the same sort are in business does not concern a single retailer in Chicago. But get out into the country and every storekeeper is affected by their operations. They strike at every business man in the town, from the dealer in threshing outfits and wagons to the dealer in writing paper and pills. The great catalogues which they issue are wonderfully attractive, and are to many a woman next in personal regard to the family Bible. These concerns exact cash for the goods they sell, usually in advance, and in times of financial stringency, from the farmers, who are their patrons, they get about all the cash that is current and leave the local merchant to do the credit business. Every dollar which goes to these houses makes it more difficult for your customer to meet his obligations when they become due, restricts the development of the country stores, entails possibly a wider margin on the limited number of goods actually sold by the country merchant, and breeds distrust of the merchant in the community in which he is attempting to do business, and where confidence and respect should be a large part of his capital. Organizations, particularly in the hardware, the implement and the lumber trades, have done something towards hampering the facility with which the supply houses have secured their goods, and probably more to prevent the establishment of new houses. But instances are not wanting in which staple goods are sold by the supply houses for less than the same things can be bought by the country merchant in the best of standing. It matters not that goods so offered are generally of an inferior grade, or have been bought at a bankrupt sale, or are actually being sold at a loss, they are a disturbing element which adds to the perplexities of the country retailer. The rural free delivery has immensely increased the facility with which these great concerns are doing business. One of your members, even since I have had this paper in preparation, has reported that one of his customers has actually been compelled to retire from business because

he could no longer compete with a combination made up of supply house and rural free delivery. But supply house and rural free delivery are both here, and here to stay, and the only problem to be solved is how this sort of competition may be met. I believe there is a solution, and that the country merchant, with the aid and co-operation of the jobber, will find it. Their interests are certainly mutual, for, carried to its natural sequence, all the orders will go to the supply house, and the supply house buyer has already learned to go over the head of the jobber to the manufacturer. His orders have in many instances so outgrown those of the average jobber that the manufacturer turns a willing ear to his blandishments and gives him the inside figure. The jobber is utterly without method of defense, unless it be through the retailer, and he is at this juncture more interested in the retailer's waning ability to pay, and his decreasing orders than in how the retailer is going to establish and maintain an effective picket line against the supply house dealer who is picking off the cash trade and leaving only the credit business. Even here it is reported the country retailer is about to confront a new form of competition, for the supply houses are credited with the intention, through the facilities offered by the rural free delivery, of making a rural Bradstreet's and extending limited credit to properly rated farmers.

Distinct from what we commonly call the supply house are the catalogue dealers. These are more numerous, although less successful—dealers whose stock in trade very largely consists of printed matter and an office force. Catalogues are compiled, the illustrations for which are not infrequently furnished by the manufacturers, and the goods are purchased only as needed, and not infrequently shipped direct by the manufacturer upon the order of the catalogue dealer. It needs no argument to make plain that competition of this sort is illegitimate. The manufacturer or jobber who will lend himself to it is deserving of no consideration at the hands of dealers. No dealer, with his fixed charges, his capital in store and in stock, can compete upon equal terms with houses of this class.

"With these problems already confronting the retailer, this body, and every other body of merchants, should bring influence to bear against the passage of an act by Congress which is being urged by what is denominated the 'Postal Progress League.' The bill is made up largely of the same features which were contained in a similar bill before a previous Congress. The bill is backed by strong interests, the big supply houses among the number, and is really a substantial menace to the business and general interests of the country.

The latest problem with which the retail merchant has been called upon to grapple is the competition of the co-operative store. Co-operative stores are not yet numerous, although they are increasing in number. The co-operative store campaign is in charge of what is known as the Right Relationship League, of Chicago. This organization sends out organizers to get the farmers together and assist them in establishing stores. The league in turn sells them goods, or acts in the capacity of purchasing agent. Thus far this new danger to the retailer has made its appearance chiefly in Western Wisconsin, though not unknown elsewhere. One or two moderate successes have been made. The Right Relationship League sends out literature in which it is boldly stated that no town needs more than one store any more than it needs more than one post-office, and the elimination of the middleman is, of course, a central note in the song which is sung. Co-operative schemes of this kind are not generally long-lived, but they generally make it exceedingly uncomfortable for the mer-

merchants in the towns where they are located, for a year or two, at least, or until the capital invested is absorbed, the stockholders get to quarreling among themselves, or the manager or some one else gathers in all the stock in the enterprise and leaves nothing which is co-operative beyond the name. It is as difficult to find the right man to run a co-operative store as the right man to run any sort of a store under the direction of a board of directors, inexperienced in the conduct of mercantile affairs. In periods of financial stress, responsibility is not centered, and creditors become far more importunate than under other conditions. The mistake is made in all co-operative enterprises of attempting too narrow a margin of profit to cover all the fixed charges, and the contingent losses and expenses which do not appear in any estimate, and which only become known after years of experience. I do not regard the co-operative store as so serious a menace to the country merchant as some of the other things which have already been mentioned, but have called attention to it in passing as a thing to be reckoned with here and there.

We need, first of all, better merchants. Village life not infrequently is narrow. Petty jealousies exist between merchants doing business in the same town. There is hardly a place which is visited by the traveling salesman for the big jobbing houses which is too small for its commercial club, its merchants' association or some other organization promoting good feeling, first among the merchants themselves, and, secondly, promoting local pride and interest and formulating protective measures against the sort of competition which I have already outlined. In the country towns more men die of dry rot than over-work, and this statement is as applicable to their commercial life as to their physical life. They get in a rut and stay there. A majority of the country merchants in business to-day have failed to adapt themselves to the changed conditions under which business is being done, and are feeling the competition which I have outlined because they have failed to use the same weapons which are being employed by the big department stores in the cities, the supply houses, the catalogue houses, and even the co-operative stores, which appeal to the personal pride and interest, as well as the pockets of their stockholders—farmers who are anxious to be regarded as something more than tillers of the soil.

"Competition with the big city department stores, the alluring advertisements of which appear in the city dailies, now so readily offered even in the rural community, should be easy. The expenses of the country merchant are less, he lives for less, and the margin above first cost, which will net him a handsome surplus at the end of the year in a majority of cases, is insufficient to cover the fixed charges of the city merchant. In the furniture trade, for instance, 50 per cent. above factory cost means little of gain for the city dealers; in the country 33 per cent. above factory cost will result in a very comfortable margin of profit. This comparative percentage will not apply to other lines, but is given here only by way of illustration.

"The competition of the supply houses can be successfully met if effort is rightly directed. This has been repeatedly proven. Live merchants have stamped out the evil in many localities. Organized effort, if directed along the right lines, ought to be able to accomplish the same result elsewhere. It would be presumptuous on my part to offer a prescription in detail. Methods must be determined by conditions; but the country merchant should not lose sight of the fact that the average farmer can be coaxed better than he can be driven. The personal equation is an important one in every trade proposition, and the country merchant—all the country merchants, in fact—should establish friendly personal rela-

tions with every possible customer. The merchant ought to be in position to demonstrate that, quality considered and freight and other contingencies added, goods can be bought just as well at home as from the supply house. I am not a believer in drastic measures. Friendly ones will win where methods of the other sort will fail. In the end it may be well for the country merchant to use just the methods which would be used by any one of the gentlemen here present. If the customer persists in sending his cash to one source of supply, and standing off the jobber or the merchant who has given him credit, refusal to carry the account longer should follow. The man who is the real merchant is going to get close up to his customers, and establish a personal bond between him and them that will enable him to come into very close touch with them and to learn their wants and anticipate their orders going to the catalogue houses. He will lead his customers to give their trade to their friend and neighbor. Beyond this there should be cultivated a pride in the village and the surrounding country. The country village, a good market, and good roads over which the farmer can carry his products, are as essential to the farmer as to the prosperity of the country. The rock on which the foundation of the jobbing trade is built is the prosperity of the smaller towns and communities, and the success of the local merchant.

"I am a believer in organization. Your own association—and scores of others which might be pointed out—have given proof of their educational value. They have made better manufacturers, better merchants, better bankers, better credit men. Purely local organizations among the merchants of any town or village will make better merchants, to begin with. The State and district organizations among men in common lines are already doing much in this direction. But the present need, it seems to me, is associations among the merchants of the towns and cities throughout the West, irrespective of the lines which they represent. When this is accomplished common cause will be made for the good of the whole business community. There will be co-operation with the publisher of the country paper for the education of the community in the home trade doctrine. The implement dealer will not go to the city to buy his furniture and carpets so long as the local furniture dealer shows any disposition to get for him, at a fair margin of profit, anything which he may not have in stock, and the banker's wife will ask the local dry goods merchant to get her samples of dress goods not found on his shelves instead of herself sending to Marshall, Field & Co. or some other big establishment in Chicago with a mail order department. The farmer, too, will learn that his interests are with the upbuilding of the village to which he may want to remove in his old age, when a comfortable competency has been acquired. there will be fewer small and poorly assorted stocks, for, with a better understanding between the merchants in any village or city, local competition will be lessened and there will be more specialization of the kinds of goods handled. Community of interest will go further, as it is already beginning to do in some towns where the live merchants have joined forces and given to the people larger stocks; if not under one ownership and one management, at least so contiguous as to simulate the city department store. There will be better stores and better kept stores. Modern methods of store-keeping will begin to make their appearance.

"Printers' ink will be more freely and more intelligently used. The methods of the supply house will be applied to purely local territory. Already this is being done with entire success by enterprising merchants in isolated cases. The competition of the mail order houses will be met with up-to-date goods. Some of the competition under which the coun-

try m
ity to
not b
a ma
lar m

tion
can o

I am
as al

this
inter

are t
chan

ticular
which

well
prin

well
the

advi
by e

and
at ti

and
With

med
anot

have
a fu

its k
read

you
to-m

enti
ever

the
upo

hel
29t

for
offi

for

try merchant is apparently suffering is undoubtedly due to his own inability to get out of a rut—his unwillingness to handle anything which he has not been handling for years. It is this condition which has forced many a manufacturer to create demand through lavish advertising in the popular magazines and elsewhere.

"Education of the merchant, therefore, is a large part of my prescription for the solution of the retail merchant's problem. Your Association can do much to forward this work of education, and I may say here that I am compelled to regard education and organization in this connection as almost synonymous terms. Your traveling men can play a part in this upward movement. The trade papers are doing their part. The interests of the trade paper publishers are as direct and unmistakable as are those of the jobber in the solution of these problems. The good merchant is sure to be a patron and a reader of the best paper in his particular branch of trade. He is seeking to keep up with the evolution which is going on, and which is mirrored nowhere else as in the trade well edited newspapers which understanding the conditions surrounding principally to secure ads. from the jobber and the manufacturer. I mean well edited newspapers which understand the conditions surrounding the smaller and local retailer, which fight for his interests, and which advise him fairly; papers which seek to become an influence in the trade by extending their subscription list as much as possible on the right lines, and which tell the retailer the truth, and meet issues squarely, although at times saying some things not exactly agreeable to all. The formation and usefulness of a paper depend largely upon the character back of it. Without character it will have no influence; without influence it is a poor medium for the advertiser. It is one thing to circulate a trade paper and another thing to educate the merchant to read it.

"It is because this is, as I see the mission which men of my vocation have to perform, and because I believe every gentleman here present has a full appreciation of the educational work which your Association, and its kindred associations, have done; because I am confident that you stand ready to radiate that same educational influence through the sphere of your commercial relationship, that I have ventured to discuss with you to-night the problems which confront the retailer—problems which it is entirely evident are your problems as well as mine, and which confront every jobber and manufacturer who is interested in the preservation of the only trade structure which experience has proven can be depended upon, in good seasons and bad, and under all and every condition."

LOCAL ASSOCIATION NOTES.

Chicago Credit Men's Association.

The annual meeting of the Chicago Credit Men's Association was held at the Auditorium Hotel, Chicago, on Wednesday evening, June 29th, and enjoyed an excellent attendance. The members dined informally, and after dinner the regular business of the meeting, election of officers and directors was taken up. The following officers were elected for the ensuing year:

F. H. McAdow, President, Staver Carriage Co.
F. A. Smith, Vice-President, Reid, Murdoch & Co.
C. H. Newhall, Treasurer, First National Bank.
John Griggs, Secretary, 218 La Salle St., Chicago, Ill.

Mr. Nahum M. Tribou, the retiring President, made an eloquent address upon the opportunities and possibilities of the Association, full of valuable suggestions covering the work of the Chicago Credit Men, which will be found a few pages back. Very interesting reports were made by several delegates to the Ninth Annual Convention regarding the business accomplished by the Convention, and covering as well as personnel, oratory and hospitality.

The following resolution was introduced by Mr. W. J. McMillan, of the N. K. Fairbanks Co., and unanimously adopted at the meeting:

Whereas, Certain resolutions were adopted at the Ninth Annual Convention of the National Association of Credit Men, held in New York City, June 15th to 17th, regarding the necessity of merchants carrying adequate fire insurance, providing for the appointment by the President of a special committee of seven, to report to the Board of Directors the best means of carrying out the purpose of said resolutions; and,

Whereas, The Chicago Credit Men's Association, fully realizing the importance of fire insurance as an element of credit, cordially endorses the attitude of the National Association on this subject, and believes that the readiest means of accomplishing the purpose in view, and of securing for the credit men throughout the country immediate and tangible assistance in their consideration of commercial credits, is to obtain the co-operation of the three or four principal mercantile agencies; it is

Resolved, That the Board of Directors of the National Association of Credit Men be requested to communicate with the several mercantile agencies referred to, recommending that in all of their inquiries calling upon merchants for statements of condition, the question of the amount of fire insurance carried on buildings, stocks and fixtures (stated separately), be regularly included, and that all special reports from such agencies to their subscribers contain the most specific information under this head that is obtainable. This course, it is believed, will impress upon merchants in the most emphatic manner the importance that is attached by the grantors of credit to the necessity of carrying sufficient fire insurance, and the information thus obtained will, it is thought, prove a valuable check upon inflated statements of values.

Cincinnati Credit Men's Association.

The Cincinnati Credit Men's Association had its semi-annual dinner at the Phoenix Club on Tuesday, May 31st, at 6 P. M. A large number of members attended. Thanks are due to the Entertainment Committee, consisting of President Sommerfield, Vice-President Silberberg, Treasurer Smith and Secretary Johnston. The committee worked industriously, both on the programme and on bringing home to the members' attention the fact that the programme was a good one. As a result, seventy members sat down to the dinner.

The average percentage of attendance at a meeting of any kind of an organization is usually computed at twenty-five per cent. At this meeting the Cincinnati Association was represented by fifty per cent. of its membership. The conclusion is apparent that the Entertainment Committee is one hundred per cent. better than most entertainment committees. In addition to the seventy members, several visitors were present, and were so much impressed by the evidences of good fellowship and unity that they expressed themselves as willing to join the local Association.

The speakers of the evening were Judge Rufus B. Smith and Mr. S. G. Rosson. Mr. Sommerfield presided with his accustomed skill.

Judge Smith, who has just retired from the bench of the Superior Court of Cincinnati after a service of thirteen years, chose as his subject "The Ohio Tax System." He believed that the tax system of the State was antiquated. The constitutional provision that all property, real and personal, tangible and intangible, should be taxed at its true value in money, was, he declared, the stumbling block in the way of a better and saner tax system. He particularly dwelt on the injustice and inanity of taxing credits. The system, he declared, was fitting an agricultural community and not an urban population. The changes in the character of population since the date of the adoption of the Constitution in 1851 had been greater than the drafters of that instrument could have imagined. The rural population still desired this system of taxation, and the great commercial centers had not yet been aroused to action in abolishing it. At the conclusion of his speech President Sommerfield, in a few well-chosen remarks, thanked Judge Smith, and stated that he believed that in a short time the Cincinnati Credit Men's Association might take some action on the matter of taxing credits.

Mr. S. G. Rosson, of the J. H. Hibben Dry Goods Co., then read a paper on the subject, "The Credit Man and His Value to His Firm." The paper was listened to attentively by the large gathering. Mr. S. G. Rosson has had experience, both as a mercantile agency official and as a credit man. Anything he might say on such a subject is therefore worthy of close attention and careful consideration. The paper was so well received and made such a favorable impression that the whole text is here published in the BULLETIN for the benefit of other credit men, that they may appreciate themselves. Such a paper might be dangerous to some men, but to credit men the danger is slight. Intelligence is the surest preventative of conceit.

At the conclusion of the regular programme a vote of thanks was extended The Entertainment Committee, the speakers and the Assistant Secretary. President Sommerfield then called for remarks on any subject of interest to the Credit Men's Association.

Col. Max Silberberg, who has just returned from Columbus, after serving Hamilton County as Senator, brought up the question of the action of the Cincinnati Association in the approaching convention on the proposition to establish a Credit Clearing House. After a spirited discussion the Chicago resolution was adopted. The meeting was then adjourned.

Columbus Credit Men's Association.

The June meeting of the Columbus Credit Men's Association was held at the Great Southern Hotel, Tuesday evening, June 7th. An informal dinner was served at six o'clock, at which about forty-five members were present. After the dinner the business meeting was held in the Assembly Room of the hotel. Papers were read by Mr. A. B. Adair, of the Jones-Witter Co., on "The Value of a Signed Statement;" Mr. J. A. Jeffrey, of the Jeffrey Mfg. Co., on "Dissecting a Mercantile Agency Report," and by Mr. M. H. Powell, of the Wolfe Bros. Shoe Co., on "Methods of Filing and Preserving Credit Information." The meeting was also addressed by Mr. H. A. Wheeler, Vice-President of the Credit Clearing House, on "The Value of Interchange of Ledger Information and The Facilities of The Credit Clearing House in Accomplishing The Work in Question." A vote of thanks was extended to Mr. Wheeler, and the announcement was made by the President that a committee would at once be appointed to perfect arrangements for the establishment of a Local Credit Clearing House.

The Membership Committee reported the receipt of five applications, and the same were accepted. The new members are:

Thomas C. Southard, representing the Southard Novelty Co.; Forest H. Thorpe, representing the Columbus Sucker Rod Co.; F. M. Southard, representing the Columbus Plate and Window Glass Co.; C. A. Hayes, representing the Capital City Dairy Co., and John G. Gayman, representing the Hofman Jewelry Co.

Detroit Credit Men's Association.

There was held on June 28th, at the Fellowcraft Club, the regular monthly meeting of the Detroit Credit Men's Association, with about fifty members present. The Chairman of the Entertainment and Legislative Committees made verbal reports, and the report of the delegates to the New York Convention was made by Mr. Monaghan, in the absence of Mr. Crowley.

The entertainment provided by the New York Association was especially delightful, and could not have been improved upon. Mr. James J. Smith added his tribute of praise to the entertainment at New York. The business done by the convention was briefly summarized.

The regular programme for the evening was then taken up, and, after a fine piano solo by Mr. Walter Kennedy, the President introduced Mr. Frank A. Vernon, who read a paper on "Fire Insurance.—Is It Necessary in Granting Credits? Is It Properly Investigated by Credit Men?"

Mr. Vernor, having had long and varied experience in the business, spoke with authority on the subject, and gave a very comprehensive and able statement of the case. He especially dwelt upon the need of having good insurance in reliable companies, and stated that the State Insurance Commissioner had issued a list of unreliable and unauthorized companies, which he commended to the attention of all credit men. He felt that credit men usually did not give the subject of insurance the attention it deserved, and hoped that this Association would start a reform along this line.

He was followed by Mr. George R. Treble, who made an *extempore* address on "Insurance as Related to Credits," which was full of good points and well received.

The Secretary was instructed to secure a copy of the list of 'unreliable companies,' from the Insurance Commissioner of the State and supply copies to the members.

An informal discussion of the subject by a number of members followed, and Mr. Fred. Guenther spoke at some length of his own experience in the insurance business, and was heartily applauded.

With a rising vote of thanks to the speakers and to the pianist, the business of the meeting ended and lunch was served, and a social session thoroughly enjoyed.

Los Angeles Credit Men's Association.

Seldom, if ever, has a more representative body of Los Angeles business men assembled together than that which surrounded a festive board in the large dining hall of the Arcadia Hotel in Santa Monica on the evening of April 28th, 1904, the occasion being the annual outing and banquet of the Los Angeles Credit Men's Association. Covers were spread for more than a hundred guests, and an elaborate menu was provided.

Frank Simpson, President of the organization, acted as toastmaster, and State Senator Fred. M. Smith delivered the address of the evening, taking for his subject "The Influence of Commercial Organizations on Legislation."

The speech-making did not commence until after the banquet had been concluded about 9 o'clock. President Simpson made a brief talk, outlining the purpose of the Credit Men's Association, and then introduced Senator Smith, who spoke in part as follows:

"It is indeed a great honor for me to appear before this intelligent body this evening. I know very little as to the nature of your organization, but there is one thing that I do know, and that is this: That the influence of commercial institutions of this sort takes an important part in present-day legislation. As a matter of credit, we have all got to do some of it. The great nations of the earth are doing some credit. It is the very basis of our trade.

"Now, as I understand it, you gentlemen have banded together for mutual protection. As a matter of fact, you can make any law you so desire, if you get right in and do it. Therefore, I would impress upon you the importance of this one fact. Get your national organization to take up the 'Bulk law,' and have them make an effort to get it passed in every other State in the Union. It serves a great purpose here in California, and will apply to any other State."

Following Senator Smith, Niles Pease and H. W. Frank, President and Vice-President of the Merchants' and Manufacturers' Association, respectively, spoke to the credit men.

When time came to leave for Los Angeles, President Simpson proposed a toast to the President of the United States. All of the members of the Association and the guests present arose and drank to the health of the nation's chief.

Credit Men Dine at Café.

The Los Angeles Credit Men's Association met at a downtown café Tuesday, May 31, to indulge in the season's farewell dinner and discussion. The members expect to meet once more in June at one of the beaches for a general frolic, where it will be forgotten for once that such disturbing elements as credit and discredit are such important factors in business life.

The dinner was an unusually excellent collection of good things—including broiled birds and the vintage of California fields.

By invitation, A. A. Allen, Esq., of this city, but soon to remove to San Francisco, where he has been promoted to a higher position in the insurance field, read a valuable paper upon fire insurance, and especially analyzed the New York standard form of policy. His paper is of such value and universal interest that the JOURNAL will print it in full in Thursday morning's issue.

W. H. Preston, Esq., then addressed the meeting upon the subject of "Credit Indemnity." As usual, the past President of the Los Angeles Credit Men's Association was clear and explicit, if not eloquent, and much interest was manifested in this comparatively new form of insurance. His analysis of bond credit insurance covered practically every detail of the business.

Omaha Association of Credit Men.

The annual meeting, election and dinner of the Omaha Association of Credit Men was held Friday night, June 16th, at the Paxton Hotel. The dinner was served at 6.30, and plates were spread for about thirty. Rev. Dr. Mackey, of All Saints' Church, made an extemporaneous address, treating upon humanity and its idiosyncracies in general. Attorney H. C. Brome also made a short address, dealing chiefly with the work of the Association.

The matter of the Bureau of Investigation and Prosecution was discussed at some length, and the committee's report showed that the fund of \$5,000 required for the work had been more than subscribed to, and it was decided to raise the amount to \$10,000. The progress made toward perfecting the plans and raising the necessary money to carry them into execution has exceeded the greatest expectations of the members of the Association.

The election of officers resulted in the re-election of the officers who have served the past year, with the exception of Vice-President Wyatt, who was succeeded by Mr. Thomas W. Austin, of the American Hand-Sewed Shoe Company. The officers are: President, J. H. Taylor; Vice-President, Thomas W. Austin; Treasurer, James P. Smead; Secretary, Ed. S. Rohr, who is also the manager of the Omaha branch of the Credit Clearing House. The directors are: G. M. Andreesen, F. B. Carter, F. E. Pearce, C. W. Russell, E. S. Rohr, J. P. Smead, J. H. Taylor, T. W. Austin, W. A. Wyatt, C. N. Robinson, F. M. Blish, George Cott, D. M. Woodard and Glenn Jones.

Pittsburg Association of Credit Men.

The annual meeting of the Pittsburg Association of Credit Men was held at the Union Club, Wednesday evening, May 25th. President W. A. Given reported every feature of the year's business. He spoke of establishing a bureau for the prosecution and prevention of fraud, and the raising of a fund of \$5,000 for conducting the same. The Philadelphia Association is working in harmony with the local Association and a conference will be held between committees representing each Association regarding a proposed Bulk Law Bill to be introduced at the next session of the Pennsylvania Legislature. Mr. Given was re-elected president for the fourth term. Other officers elected were: Vice presidents, A. R. Darragh, G. W. Ryan, and Enoch Rauh; treasurer, W. H. Cochrane; secretary, W. L. Danahey; executive committee, D. C. Shaw, W. H. Cochrane, A. R. Darragh, G. B. Hill, J. O. Fitzsimmons, F. E. Freese, H. P. Howell, W. A. Given, C. D. Wettach, Enoch Rauh and G. W. Ryan.

Following the regular business session the meeting listened to an address by H. A. Wheeler, of Chicago, Vice-President of the Credit Clearing House.

Portland Association of Credit Men.

The Portland Association of Credit Men recently held their monthly meeting and banquet at the Commercial Club, Thursday evening, June 23d. Forty-one members and a number of visitors were present.

E. L. Thompson, of Hartman, Thompson & Powers, delivered an address on Fire Insurance as it relates to credit and expense. He told the credit men that they should watch a customer's insurance as closely as his listed financial standing, that it was their duty to insist that he and they be protected. Following is one of his suggestions.

"There are many small retailers who are not fully aroused to the need of such protection, due in some cases to inexperience, but more frequently to carelessness or neglect. Is it not therefore your privilege, yes, your duty, to make this a part of your business, to make it even a part of the consideration when extending credit? While this in some cases may seem arbitrary, in others it will work a great benefit to all concerned. The way to accomplish this may be left to the individual jobber, whether to equip his traveling salesmen with insurance forms of covering—proper

forms can readily be obtained from his insurance agents or surveyors—or to use the simple precaution of attaching a slip to his bills or correspondence with the words 'Are you insured?' This will set the retailer to thinking and results will follow. So much for the retailer's insurance as relates to credits."

The economy of reducing the hazard by making modern improvements was also explained. "The hazard makes the rate," said Mr. Thompson.

W. H. Preston, Western manager of the bankers' department of the American Credit Indemnity Company, spoke on the analysis of bond of credit indemnity. He was the first president of the National Association of Credit Men, and is now the president of the Los Angeles Association.

Richmond Association of Credit Men.

The regular quarterly meeting of the Richmond Association of Credit Men was held on July 12th, in the Chamber of Commerce, to which the members of the Chamber and the public generally were invited.

Considerable interest was manifested in the meeting in consequence of the nature of the papers to be read by the members as follows:

Mr. John B. Metzger, of Stephen Putney Shoe Company,

"Echoes of The New York Trip and Convention."

Mr. S. M. Block, of M. S. Block, Son & Company,

"Methods of Treatment of Delinquent Accounts."

Mr. J. W. Young, of R. G. Dun & Company,

"Mercantile Agency Service."

The papers read were received with great applause and the manner of Mr. Metzger's treatment of the Annual Convention in New York, his description of the members present and references to the hospitality of the hosts on that occasion created quite an enthusiasm among the members, and the candidates are announcing themselves all ready for the place of delegates to the next meeting in Memphis.

Several new members were added to the local branch, and the committees all reported that they were making steady progress for the benefit of the Association.

Directory of Officers of the National Association of Credit Men, and Affiliated Branches.

OFFICERS

OF THE

NATIONAL ASSOCIATION OF CREDIT MEN.

1904-1905.

President—Frederick W. Standart, The C. S. Morey Mercantile Co., Denver, Col.
Vice-President—V. M. Gettys (American Clothing Company), Louisville, Ky.
Secretary-Treasurer—Chas. E. Meek, New York.
Assistant Secretary—Francis J. Stockwell, St. Louis, Mo.

BOARD OF DIRECTORS.

Gustav Brenner (Elkus-Brenner Co.), San Francisco, Cal.
A. H. Foote, 501 Granite Building, St. Louis, Mo.
W. A. Given, (Pittsburg Dry Goods Company), Pittsburg, Pa.
George H. Graves (Walworth Mfg. Company), Boston, Mass.
Chas. D. Griffith, The C. D. Griffith Shoe Co., Denver, Col.
Oscar Loeffler (Goll & Frank Co.), Milwaukee, Wis.
H. H. Nance (Richardson Bros. Shoe Co.), Nashville, Tenn.
Chas. N. Robinson (Byrne & Hammer Dry Goods Co.), Omaha, Neb.
Edwin Sherman (Guthmann Carpenter & Telling), Chicago, Ill.
Robert McF. Smith (National Lead Co.), Cincinnati, O.
J. Harry Tregoe (The John A. Carroll Shoe Company), Baltimore, Md.

EX-OFFICIO.

President—Frederick W. Standart.
Vice-President—F. M. Gettys.
Secretary-Treasurer—Chas. E. Meek.

STATE VICE-PRESIDENTS, 1904-05.

ALABAMA—C. F. Moritz (C. F. Moritz & Co.), Montgomery.
CALIFORNIA—Frank Simpson (Simpson & Hack Fruit Co.), Los Angeles.
COLORADO—Wm. C. Weaver (The Daniels & Fisher Stores Co.), Denver.
CONNECTICUT—W. W. Lester (The Crofut & Knapp Co.), South Norwalk.
DELAWARE—W. J. McManus (Repaans Chemical Co.), Wilmington.
FLORIDA—J. D. Holmes (Baker & Holmes Co.), Jacksonville.
GEORGIA—H. B. Wey (Dobbs & Wey Co.), Atlanta.
ILLINOIS—N. M. Tribou (Longley, Low & Alexander), Chicago.
INDIANA—Henry A. Jeffries (Kingan & Co.), Indianapolis.
INDIAN TERRITORY—T. P. Smith (Turner Hardware Co.), Muskogee.
IOWA—S. B. Leferty (Red Jacket Mfg. Co.), Davenport.
KANSAS—O. P. Taylor (Johnston-Larimer Dry Goods Co.), Wichita.
KENTUCKY—C. B. Nordeman (J. M. Robinson, Norton & Co.), Louisville.
LOUISIANA—H. B. Lacey (Walker Bros. & Co., Ltd.), New Orleans.
MAINE—Edward W. Cox (A. F. Cox & Son) Portland.

MARYLAND—A. L. Rosenaur (Baltimore Bargain House), Baltimore.
MASSACHUSETTS—W. M. Morgan, 1020 Tremont Bldg., Boston.
MICHIGAN—D. H. Brown (Michigan Chair Co.), Grand Rapids.
MINNESOTA—C. D. MacLaren (Farwell, Osmun, Kirk & Co.), St. Paul.
MISSISSIPPI—Samuel Rothenberg (Marks, Rothenberg & Co.), Meridian.
MISSOURI—C. F. Adams (Adams & Sons), Chillicothe.
NEBRASKA—E. M. Andreesen (Lee-Glass-Andreesen Hardware Co.), Omaha.
NEW HAMPSHIRE—Chas. T. Page (Page Belling Co.), Concord.
NEW JERSEY—E. S. Campbell (National Newark Banking Co.), Newark.
NEW YORK—Frank Sibley (Sibley & Helmwood), Buffalo.
NORTH CAROLINA—W. P. Hill (Oakland Manufacturing Co.), Winston-Salem.
NORTH DAKOTA—J. W. Booker (Nash Bros.), Grand Forks.
OHIO—F. E. Huggins (The Henry C. Werner Co.), Columbus.
OREGON—W. O. Munsell (Scott & Munsell), Portland.
PENNSYLVANIA—W. H. Cochrane (Hindley Hardware Co.), Pittsburgh.
RHODE ISLAND—C. S. Sisson (C. S. Sisson Co.), Providence.
SOUTH CAROLINA—Robert A. Smythe (Standard Hat Co.), Charleston.
SOUTH DAKOTA—Wm. Koenig, Jr. (Andrew Kuehn Co.), Sioux Falls.
TENNESSEE—Chas. Murphy (Murphy & Robinson), Knoxville.
TEXAS—E. J. Gannon (American National Bank), Dallas.
VIRGINIA—J. C. Freeman (Drewry, Hughes & Co.), Richmond.
WASHINGTON—F. W. Baker (Seattle Hardware Co.), Seattle.
WEST VIRGINIA—F. T. Cartwright (Fostoria Glass Co.), Moundsville.
WISCONSIN—H. L. Eisen (Landauer & Co.), Milwaukee.

BRANCH ASSOCIATIONS.

ATLANTA, GA.—Atlanta Credit Men's Association. President, D. H. Kirkland, J. K. Orr Shoe Co.; Secretary, J. C. Clark, 912 English American Bldg.
BALTIMORE, MD.—The Credit Men's Association of Baltimore. President, E. A. Davis, F. A. Davis & Sons; Secretary, Edward M. Young, Carlin & Fulton.
BIRMINGHAM, ALA.—Birmingham Credit Men's Association. President, R. A. Porter, Goodall, Brown & Co.; Secretary, H. M. Beck, Beck Candy and Grocery Co.; Asst. Secretary, R. H. Eggleston.
BOSTON, MASS.—Boston Credit Men's Association. President, John R. Ainsley, Brown, Durrell & Co.; Secretary, Chas. L. Bird, 1020 Tremont Building.
BUFFALO, N. Y.—Buffalo Credit Men's Association. President, Alfred H. Burt, Burt & Sindle; Secretary, J. J. Dolphin, Iroquois Rubber Co.
CHICAGO, ILL.—The Chicago Credit Men's Association. President, F. H. McAdow, Shaver Carriage Co.; Secretary, John Griggs, No. 101 La Salle St.

CINCINNATI, O.—The Cincinnati Credit Men's Association. President, A. W. Sommerfield, A. & A. W. Sommerfield & Co.; Assistant Secretary, Henry Bentley, 210 Bell Block.

CLEVELAND, O.—Cleveland Credit Men's Association. President, F. A. Grossenbacher, The Sterling & Welch Co.; Secretary, J. L. Matchett, The H. A. Boesger Cigar Co.

COLUMBUS, O.—Columbus Credit Men's Association. President, Frank E. Huggins, The Henry C. Werner Co.; Secretary, Benson G. Watson, M. & M. Bank Bldg.

DENVER, COL.—The Denver Credit Men's Association. President, C. F. Freeland, Colorado Fuel & Iron Co.; Secretary, W. C. Hall, The P. S. Hessler & Hall Mercantile Co.; Assistant Secretary, H. A. C. Mathew, Colorado National Bank Building.

DETROIT, MICH.—Detroit Credit Men's Association. President, Walter G. Seely, Jr., Detroit, Stove Works; Secretary, W. S. Campbell, No. 505 Wayne County Bank Bldg.

DULUTH, MINN.—Duluth and Superior Credit Men's Association. President, F. W. Parsons, Marshall-Wells Hardware Co.; Secretary, C. J. McBride, Zenith Paper Co.

EVANSVILLE, IND.—Evansville Credit Men's Association. President, J. R. Goodwin, Goodwin Clothing Co.; Secretary, Edward Kiechle, Southern Stove Works.

GRAND RAPIDS, MICH.—Grand Rapids Credit Men's Association. President, L. J. Stevenson, Commercial Credit Co.; Secretary, A. B. Merritt, Valley City Milling Co.

KANSAS CITY, MO.—Kansas City Association of Credit Men. President, John L. Powell, Goldstaedt-Powell Hat Co.; Secretary, Edwin A. Krauthoff, Karnes, New & Krauthoff.

KNOXVILLE, TENN.—Knoxville Credit Men's Association. President, Edward Henegar, Arnold, Henegar & Doyle; Secretary, Chas. Murphy, Murphy & Robinson.

LINCOLN, NEB.—Lincoln Credit Men's Association. President, M. Weil, National Bank of Commerce; Secretary, Chas. F. Schwarz, Nebraska Paper and Bag Co.

LOS ANGELES, CAL.—Los Angeles Credit Men's Association. President, Frank Simpson, Simpson & Hack Fruit Co.; Secretary, W. C. Mushet, 393 Ballard Bldg.

LOUISVILLE, KY.—Louisville Credit Men's Association. President, H. S. Gray, J. B. Speed & Co.; Secretary, R. Ruthenburg, Mendel, Weinstock & Co.

LYNCHBURG, VA.—Lynchburg Credit Men's Association. President, W. R. Winfree, Barker-Jennings Hardware Co.; Secretary, J. T. Kinnier, Kinnier, Montgomery & Co.

MEMPHIS, TENN.—The Memphis Credit Men's Association. President, C. B. Frazer, W. B. Mallory & Sons Co.; Secretary, J. C. James, 33 Madison St.

MILWAUKEE, WIS.—The Milwaukee Association of Credit Men. President, R. J. Morawetz, The Morawetz Co.; Secretary, H. M. Battin, Standard Oil Co.

MINNEAPOLIS, MINN.—Minneapolis Credit Men's Association. President, A. E. Clerihew, The Forman-Ford Co.; Secretary, M. C. Badger, Patterson & Stevenson Co.

NASHVILLE, TENN.—Nashville Credit Men's Association. President, J. H. Orr, Orr, Jackson & Co.; Secretary, Geo. M. Thomas, American Building.

NEW ORLEANS, LA.—New Orleans Credit Men's Association. President, A. H. Kaiser, Picard, Kaiser & Co.; Secretary, T. J. Bartlette, B. J. Wolf & Sons.

NEW YORK, N. Y.—The New York Credit Men's Association. President, Chas. K. Meek (29 Liberty St.); Secretary, H. J. Sayers, No. 320 Broadway.

OMAHA, NEB.—The Omaha Association of Credit Men. President, J. H. Taylor, F. P. Kirkendall & Co.; Secretary, E. S. Rohr, 307 Merchants' National Bank.

PHILADELPHIA, PA.—The Philadelphia Credit Men's Association. President, C. F. Shoemaker, Shoemaker & Busch; Secretary, S. W. Severson, Room 702, No. 1001 Chestnut St.

PITTSBURGH, PA.—Pittsburgh Credit Men's Association. President, W. A. Given, The Pittsburgh Dry Goods Co.; Secretary, W. L. Danahey, Monongahela Bank Bldg.

PORTLAND, ORE.—Portland Association of Credit Men. President, W. O. Munsell, Scott & Munsell, Co.; Secretary, W. L. Abrams, Allen & Lewis.

RICHMOND, VA.—Richmond Credit Men's Association. President, George L. Pender, American National Bank; Secretary, Jo. Lane Stern, 1014 East Main St.

ROCHESTER, N. Y.—The Rochester Credit Men's Association. President, Jos. Farley, E. P. Reed & Co.; Secretary, Edward Weter, Yawman & Erbe Mfg. Co.

ST. JOSEPH, MO.—St. Joseph Credit Men's Association. President, R. O. McBride, C. D. Smith Drug Co.; Secretary, F. E. Curtis, Quentin-Knight Millinery Co.

ST. LOUIS, MO.—The St. Louis Credit Men's Association. President, C. C. Child, Corticelli Silk Co.; Secretary, A. H. Foote, 501 Granite Building.

ST. PAUL, MINN.—St. Paul Credit Men's Association. President, George Sommers, George Sommers & Co.; Secretary, H. W. Parker, Merchants' National Bank.

SAN DIEGO, CAL.—The Credit Association of San Diego. President, Simon Levi, 400 Fifth Street; Secretary, Sam Ferry Smith, 1047 Fifth Street.

SAN FRANCISCO, CAL.—San Francisco Credit Men's Association. President, G. Brenner, Elkus-Brenner Co.; Secretary, Ben Armer, No. 535 Parrott Bldg.

SAVANNAH, GA.—Savannah Credit Men's Association. President, Wm. D. Krenson, J. D. Weed & Co.; Secretary, W. J. Donlan, Chamber of Commerce.

SEATTLE, WASH.—Credit Department, Merchants Association. President, Jas. S. Goldsmith, Schwabacher Bros & Co.; I. H. Jennings, Asst. Secty., 413 Bailey Bldg.

SIOUX CITY, IA.—Sioux City Bureau of Credits. President, C. P. Kilborne, International Harvester Co.; Secretary, Geo. W. Scott, Crane Co.

WICHITA, KAN.—Wichita Credit Men's Association. President, J. B. House, Lehmann-Higgins Gro. Co.; Secretary, Frank Redfield, C. E. Potts Drug Co.

YOUNGSTOWN, O.—Youngstown Credit Men's Association. President, A. D. Thomas, J. R. Thomas' Sons; Secretary, Fred A. Shank, 41 Central Square.